DEVELOPMENT PROPOSAL FOR A SUBURBAN OFFICE SITE

IN CHANTILLY, VA

by

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A practicum thesis submitted to Johns Hopkins University in conformity with the requirements for the degree of Master of Science in Real Estate

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I. Executive Summary

Eastbrook at Westfields is a suburban office development located in the Westfields Office Park in Chantilly, VA. The proposed development will consist of two 146,000 square foot buildings for a total of 292,000 rentable square feet. Each building will be six stories with an average floor plate of 25,000 square feet. The proposed construction will be constructed utilizing post tension slabs to maximize the column free area which will be advantageous to cubicle heavy users which are common in the submarket.

The proposed development will be constructed on a 12.50 acre (~544,500 SF) at the intersection of Newbrook Drive and Westfields Boulevard. The site currently is covered with light vegetation and has little topographical issues to be addressed during development. All necessary utilities are currently available and the property is accessed via a curb cut on Newbrook Dr. The site is zoned I-3 (Light Intensity Industrial) with a PDC (Planned Development Commercial) overlay. This affords the site a 1.5 Floor to Area ratio with the possibility to increase the FAR to 2.5 with board approval. This overlay requires the development to be a minimum of 100,000 SF and have a minimum open space of 15%. Additional information on the site zoning can be found in the appendix.

Eastbrook at Westfields will be located in the Route 28 South Submarket which is primarily located on Route 28 between Interstate 66 and Route 50. This submarket has seen a dramatic increase in supply in the past 10 years and thus has been overdeveloped relative to the average absorption. Between the first quarter of 2006 and the fourth quarter of 2008 the existing inventory of competing product in the submarket increased from 68 properties comprising roughly 7.8 million SF to 88 properties totaling 10.7 million SF. This 37% increase in inventory correlated with the vacancy rate increasing from 13.8% to 19.8% respectively. The result of this over development is now seen with a total vacancy of 18.6% and rental rates decreasing from a high of $30.41 per square foot to $27.27 per square foot at the end of 2010. In addition several foreclosures have taken place in the submarket of both vacant developed properties and undeveloped land. The vacant properties have been auctioned approximately $125 per square foot in base building shell condition and the undeveloped land is rumored to sell for roughly $18 per FAR foot.

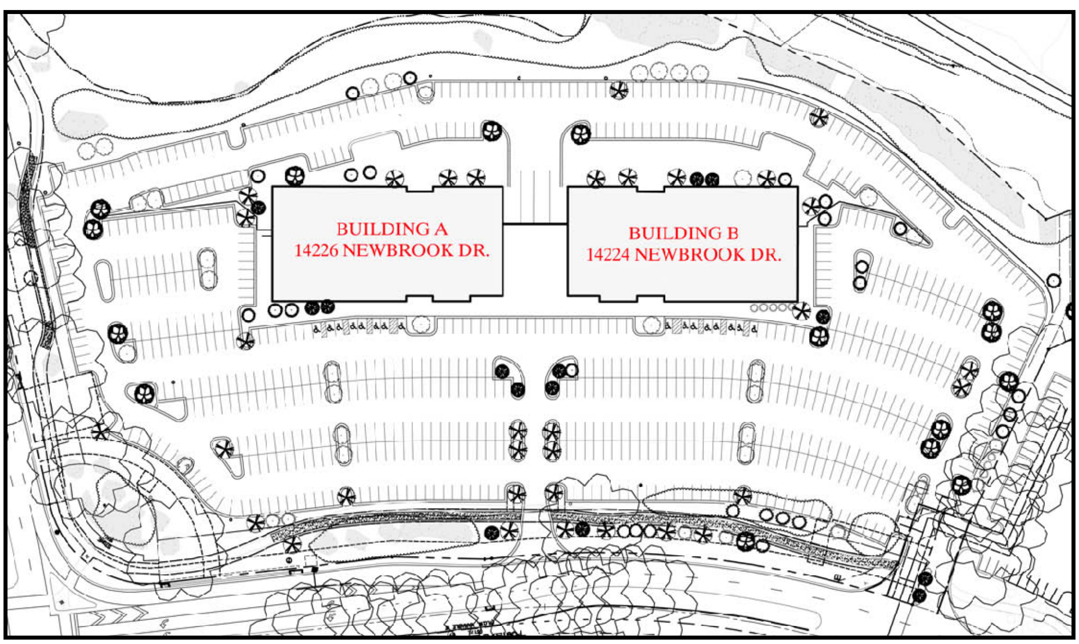
The Route 28 Submarket is heavily driven by government contractors supporting the Department of Defense. Located across Route 28 is the National Reconnaissance Office, as well as, many corporations such as Boeing, Lockheed Martin and General Dynamics. These large bulk office users define the majority of the developed product in the surrounding area. Office buildings between 150,000 and 200,000 square feet are prevalent. Adjacent to the proposed development is BPG's mixed use development, Commonwealth Centre, which will incorporate office, hospitality and retail product. This should provide additional amenities to tenants at Eastbrook at Westfields as currently the majority of retail development is located on the Route 50 corridor.

To gain an accurate representation of projected development cost James G. Davis, a local general contractor, provided rough estimates for the construction of the project. From this discussion the Total Development Costs, including Tenant Improvements and Leasing Commissions, are estimated to be $155.26 per square foot, or $22,668,195 for one building of the development. This sum also includes a 3.5% contingency factor for unexpected costs associated with construction. Of this sum the base building construction costs are projected to be $12,236,595 ($83.31 psf).

The financial feasibility of Eastbrook at Westfields was stress test analyzed using both Argus and Excel programs to create a unique proforma. Due to the results of the Market Analysis it became evident that the most likely development scenario was a build to suit for one of the two buildings. An anchor tenant of significant size, 80,000 SF in the proforma, was projected with additional lease up of the vacant space occurring semiannually over the following 18 months. Cash flow for three scenarios were created using Argus to represent Best, Expected and Worst case projections. These cash flows were varied using the start date of construction, rental rates for both anchor and remaining tenants, rental abatement and permanent finance ability. A JV Partner was used to fund 70% of the required equity for the development and the Partnership Structure was created with a 10% Preference and a 50/50 cash flow split between the Developer and JV Partner. The result of the analysis showed Developer IRRs of 29.77%, 23.60% and 18.74% for the Best, Expected and Worst case scenarios respectively.

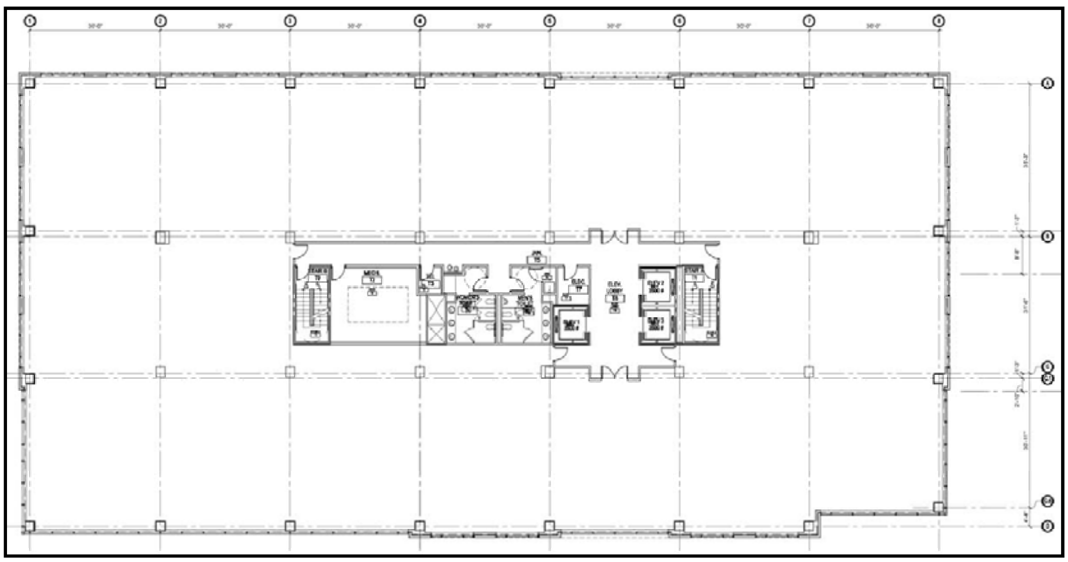
II. Proposed Development

The subject property is conceptually planned to consist of two Class A office buildings, in response to the large government contractor oriented tenants which are found in the Route 28 South submarket. Each building is designed for 146,000 rentable square feet of office space. This totals 292,000 SF of total development on the site, which can be constructed simultaneously or independently. The site will be supported by a parking ratio of 3.6/1,000 SF, which reflects approximately 1,050 parking spaces. The proposed site plan is located below:



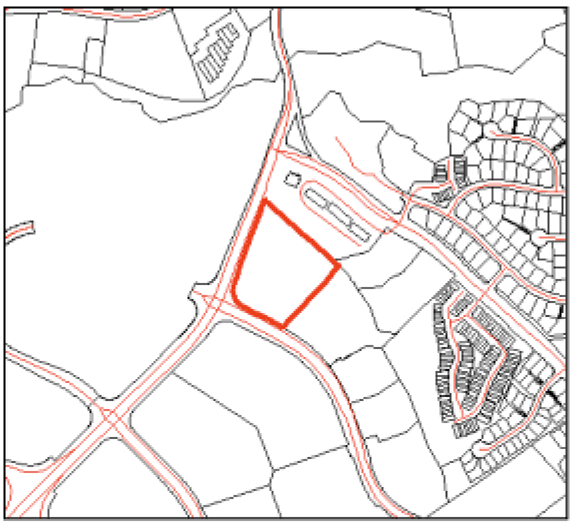
The buildings will be constructed as individual six story concrete structures. The design will use post-tension construction, which will allow for a column spacing of 30 feet by 34 feet. This should be advantageous to the layout of cubicle heavy users or tenant improvements that require large conference areas. The mechanical system will use centralized chillers with VAV's. The slab-to-slab height is 11 feet, allowing for 9-foot ceilings minimum, while keeping the buildings below high-rise requirements. The exterior of the buildings will be a combination of precast concrete with punched windows and glass curtain wall. The building will include progressive collapse and include setbacks that would allow for level four government security. The typical floor plan, which is approximately 25,000 SF, is located below:

Typical Floor Plan



III. Site Description

The Subject Property site is located at the northeast corner of the intersection of Westfields Boulevard and Newbrook Drive in Chantilly, Virginia. This location is within the Westfields Commercial Development in Fairfax County and is centered at approximately 38° 52’ 41” North latitude and 77° 26’ 15” West longitude. The Fairfax County Tax Map Number is 44-1-8, Parcels 5 & 6 and it is currently assigned the street addresses of 14224 & 14226 Newbrook Drive. The Fairfax County Plat is located below:



Aerial Imagery © 2007 Commonwealth of Virginia

Aerial Imagery © 2007 Commonwealth of Virginia

The Subject Property site is comprised of 12.5 acres (~544,500 SF) of previously cleared land that is currently covered in light vegetation. There is a pond and stream along the northern and northeasterly boundaries. The southern and western boundaries of the property are Newbrook Dr. and Westfields Blvd, which are landscaped with trees and grasses.

From Westfields Boulevard

The Subject Property has approximately 800 feet of frontage on Newbrook Dr. and approximately 700 feet of frontage on Westfields Blvd. The site is currently accessed via a curb cut on Newbrook Dr. at the southeast corner of the property and there are no current barriers to pedestrian access. The utilities currently available to the site include electric, natural gas, municipal water, sewer and telephone.

Facing West

The Subject Property is surrounded by commercial office properties and residential properties. Commercial office buildings are located to the south, east and north of the property. A multifamily residential development is to the northeast of the property but is accessed via Walney Rd. The vacant land west across Westfields Blvd. is owned by BPG Properties LTD and is a proposed mixed use development including office, retail and hotel.

Adjacent Commercial Property

Site Zoning

The Eastbrook at Westfields site is currently zoned I-3 (Light Intensity Industrial) with a PDC (Planned Development Commercial) overlay. Per Fairfax County:

> "The PDC District is established to encourage the innovative and creative design of commercial development. The district regulations are designed to accommodate preferred high density land uses which could produce detrimental effects on neighboring properties if not strictly controlled as to location and design; to insure high standards in the lay-out, design and construction of commercial developments; and otherwise to implement the stated purpose and intent of this Ordinance.
>
> To these ends, rezoning to and development under this district will be permitted only in accordance with a development plan prepared and approved in accordance with the provisions of Article 16."

This zoning allows for a maximum floor area ratio (FAR) of 1.5 which may be increased by the Board up to 2.5. The proposed development must meet a minimum yield of 100,000 square feet of gross floor area to qualify and require minimum open space of 15% of the gross area.

IV. Market Analysis

Built Barriers

Dulles International Airport occupies 11,830 acres of land at the intersection of Route 28 and the Dulles Toll Road and acts as a natural barrier for the site. To the west, the airport acts as a natural breaking point for the density of development. However, northwest of the airport, development has continued along the Dulles Toll Road as companies continue to seek places to develop residential and commercial tracts where land prices are more attractive. Although the airport is considered a built barrier, the proximity of an international airport also appeals to many companies with traveling workforce. As such, the subject market area appeals to technology companies as well as government contractors who require frequent long distance mobility options.

Traffic Congestion

The increased volume of commuters on Route 66 and the Dulles toll road is a major concern in the area. Highway improvements such as the Rt. 28 Corridor, have not been able to keep up with the density, resulting 60-90 minute commute times to DC during on and in some instances off peak hours. The extension of the DC metro's silver line will provide viable alternatives that should assist in easing congestion.

Commute Time

Per Metropolitan Washington Council of Government in 2004, residents within DC metro area commmuted to work, on average, 34 minutes each way. Per US Census Bureau, Decnnial Census 1980-2000 and the American Community Survey in 2008, Fairfax County residents commuted on average 30.5 minutes each way while in 2000, Loudon County residents commute times were 30.8 minutes. Prince William County residents in 2008 traveled 38.2 minutes on average per the

2008 American Community Survey. Below is a map showing the projected employee base for the proposed development.

Source: Free Map Tools & Google Earth

Street & Road Patterns

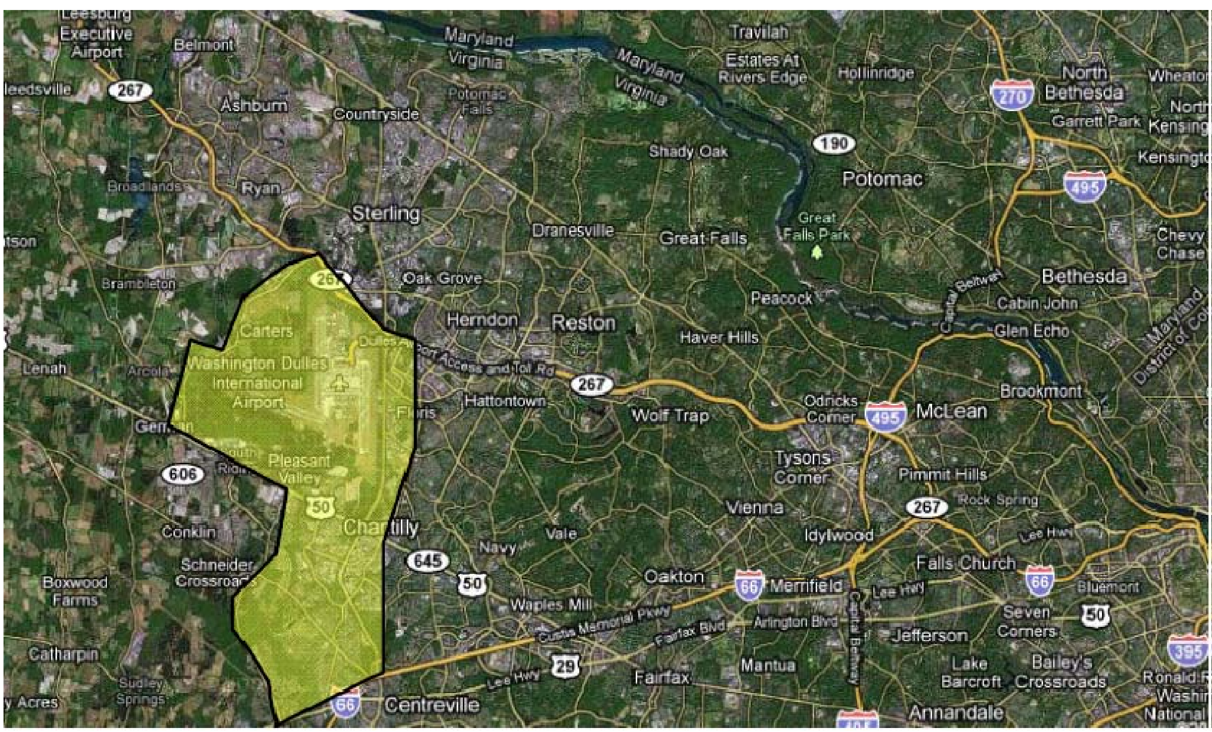
Upon the completion of the BPG Commonwealth Centre development on Newbrook Drive the loop around the majority of the commercial development on the eastern side of the corporate park will be completed. This will be bisected by Westfields Blvd, which connects via a cloverleaf to Route 28, which is the nearest major thoroughfare. To the east of the site Westfields Blvd becomes Walney Rd., which accesses the majority of residential development to the east. Route 28 connects to Route 50 and the Dulles Toll Road to the north and Interstate 66 to the south. These main access roads will provide the majority of traffic to the proposed development.

Comparable Buildings of Size, Age & Quality

The Westfields Corporate Park mostly consists of large single tenant office buildings. The majority of this market has been developed since the mid 1980’s and is comparable in quality and target market. The majority of similar properties are in the original development, which is located on the Western side of Route 28 on Conference Center Drive. The adjacent properties on the eastern side of Rt. 28 consist of mostly low-rise B quality office or newer competing product. Similar developments can be found North on Rt. 28 and continue up the Dulles Toll Rd towards Reston.

Primary Market

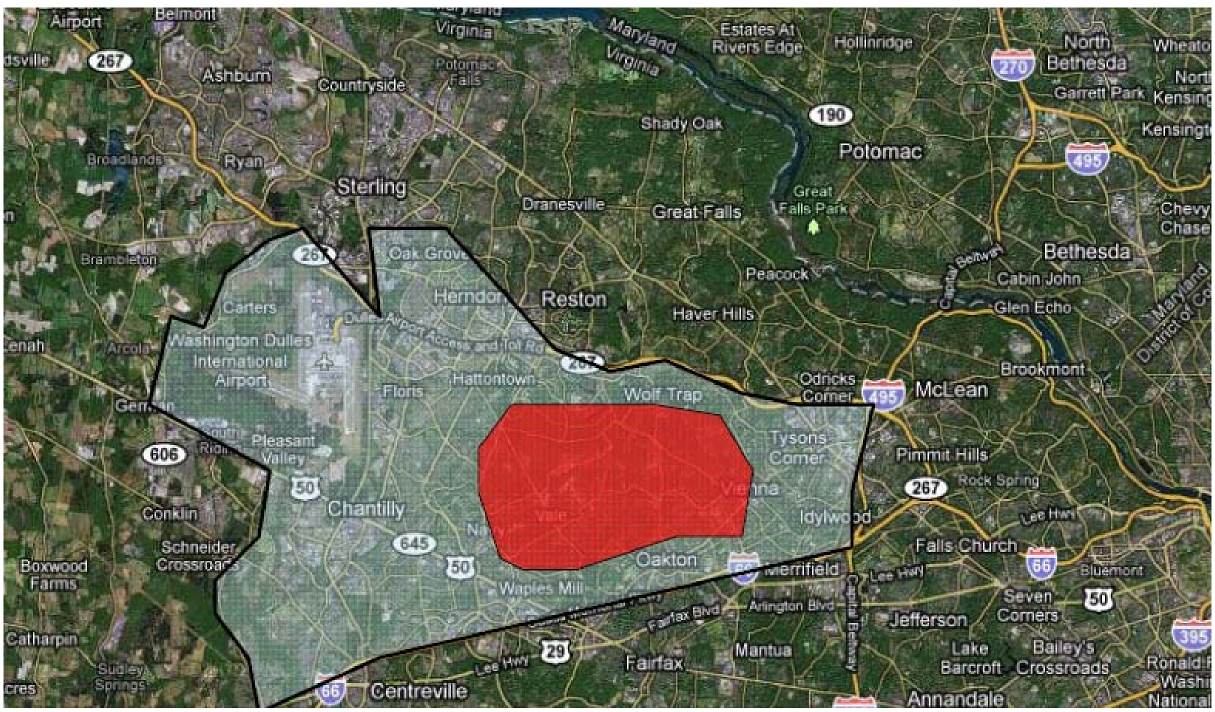
Considering the factors identified above, the primary market of the subject site, which is expected to capture 60-80% of the users, is comprised of the Route 28 south corridor and is located 23 miles east of Washington DC, and 10 miles south of Dulles International Airport. The site is located in a suburban office park less than ½ mile from Route 28 and is comprised of tree-lined streets, with a combination of office, retail, and residential uses within close proximity. In recent years, the area has experienced significant economic development spurring axial growth along the corridor. The primary area is currently home to Dulles International Airport, the National Reconnaissance Office, AOL Time Warner Headquarters and the Smithsonian's Air and Space Museum. Consequently, the unsustainable growth in the mid 2000's has resulted in considerable speculative development, resulting in a current state of oversaturation.



Source: Google Maps

Secondary Market

The secondary market can be expected to capture 20-40% of end users. This market to consists of Northern Virginia from Tyson's Corner along Route 66 to Route 28, along the Toll Road including Reston and Herndon and back to Tyson's. As depicted in the map, the portion in the center is excluded from the secondary market, as it contains residential dwelling and therefore does not compete. Axial growth is prevalent along the major thoroughfares and intersections. Tyson's Corner, Herndon, and Reston while developed along major highways, are also illustrations of multiple nuclei communities, where they act as a satellite versions of the central business district.

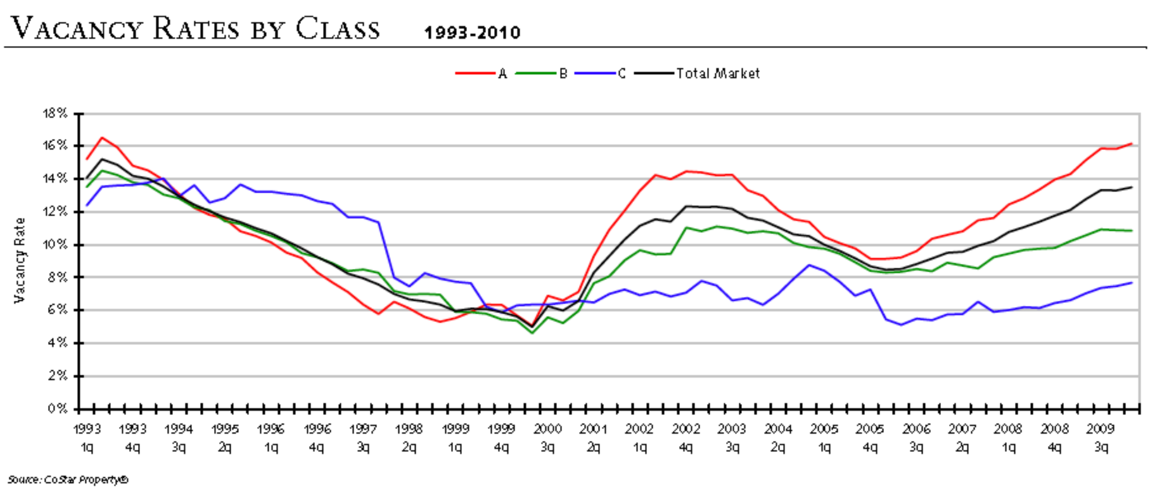


Source: Policy Map

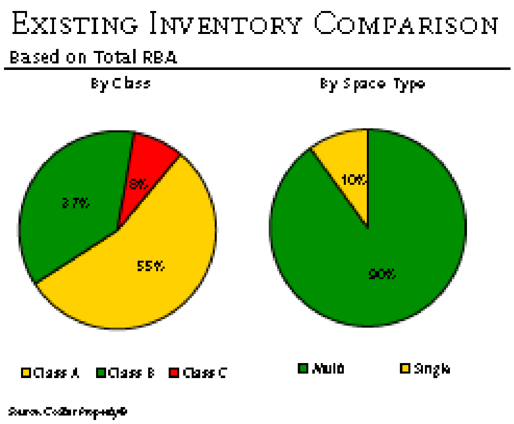
Demand Analysis

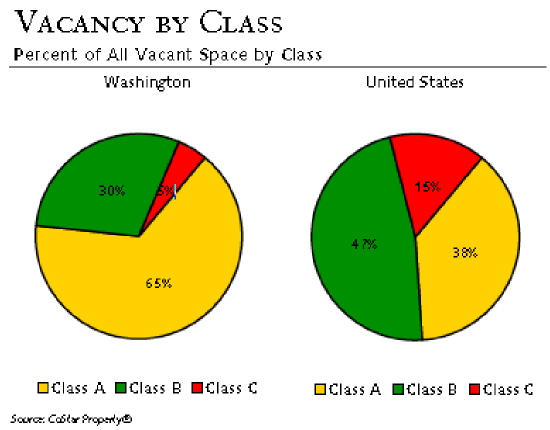
Washington, DC Office Market

The DC real estate market is undeniably one of the strongest markets in the country as a result of the large presence of the federal government that acts as a stabilizer for the area. As of the end of the second quarter of 2010, costar reported a vacancy rate of 13.5% up 0.2% from fourth quarter 2009 figures and 0.7% increase since the second quarter of 2009. DC suburban market vacancy experienced a 14.4% vacancy an increase of 0.3% over the previous quarter and up 0.7% since the third quarter of 2009. Class A office buildings specifically realized a vacancy rate of 16.2% an increase of 0.4% from the previous quarter and up 1.1% since the second quarter of 2009.



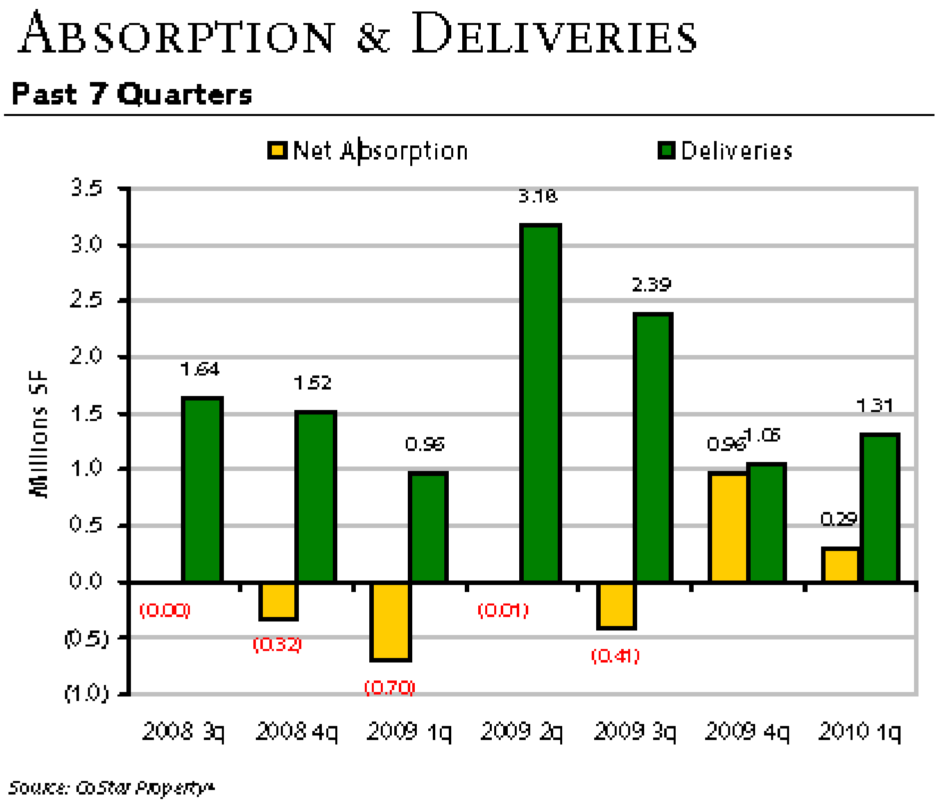
The charts below provides a partial explanation showing that 55% of the existing office inventory in the DC metro area is comprised of class A buildings. Reasoning likely has to do with tremendous amounts of speculative building that took place over the last economic expansion cycle. Accordingly, vacancy by class in the DC metro area currently accounts for 65% of all vacancies compared to 38% countrywide.





Net absorption in the overall DC office market in the second quarter of 2010 was positive 291,339 SF, a substantial decrease from the positive 964,655 SF experienced in the first quarter of 2010. However, second and third quarter of 2009 both experienced negative net absorption, so while the most recent numbers were not as attractive as Q3 2009, they are positive showing that vacant office space is being absorbed. Net absorption for suburban DC office buildings produced 2010 Q2 figures of positive 111,791 SF, down from 2009 Q4, however significantly above 2009 Q2 and Q3 marked as negative 180,443 and negative 577,040 respectively with average rental rates $27.75. Class A ended the second quarter of 2010 with positive net absorption of 249,669 SF, down from 2009 Q4's 906, 238 SF, however still following the positive trend that has been apparent through 2009 Q2.

The chart below illustrates the relationship of deliveries vs. net absorption in the DC office market . As left over deliveries from the previous expansion cycle continued to enter the marketplace, demand for additional space was insufficient as the economy retracted. As deliveries whene off and the economy shows signs of stabilization, demand for office space outpaces new deliveries, producing a positive net absorption.

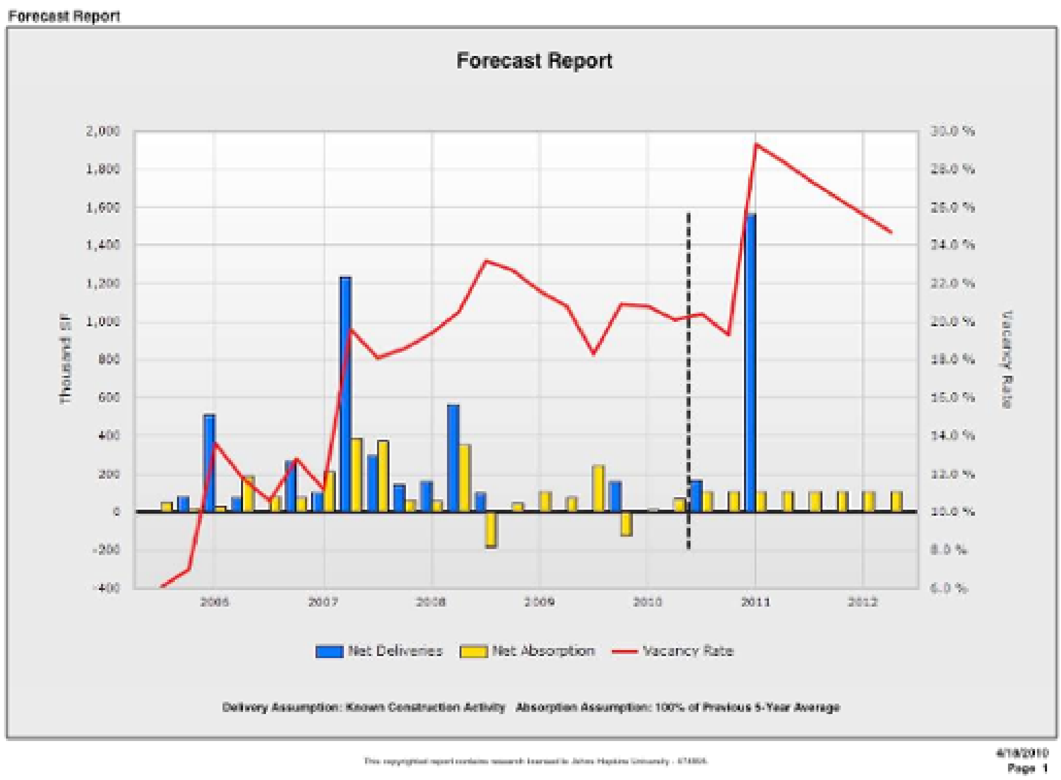


Primary Market Demand

The primary office market in this analysis consists of 90 buildings and over 11.4 million square feet of inventory. Over the past 10 years the Route 28 corridor has experienced substantial growth due to its vast highway network, infrastructure, and proximity to Washington.

Vacancy rates in the primary market area, as of the end of the second quarter 2010 was 20.8%, where as of October 18, 2010 per Costar analytics revealed a reduction of 0.7% to 20.1% of class A office buildings. Net Absorption in the primary market area as of the end the first quarter 2010 produced a year-to-date net absorbtion of 10,431 SF and an average rent of $27.64. As of April 18, 2010 Costar analytics revealed an increase in net absorbtion by 57,753 SF to 68,184 SF. Average rent also increased modestly by $0.44 to $28.08 on a full service basis.

The graph below illustrated relationship between net deliveries, net absorption and vacancy rates for the primary market area dating back to 2005 through present and a forecast through mid 2012. It can be inferred that as the market softened in mid 2008, the prevelance of speculative building resulted in increased vacancy and negative net absorbtion. As planned projects are put on hold, supply is constrained and demand begins to equalize reducing vacancy rates. While the current trends show stabilization as vacant space continues to be absorbed, notice the projected trends towards the end of 2011 as nearly 1.6m SF is expected to enter the marketplace resulting in projected vacancy of nearly 30%.

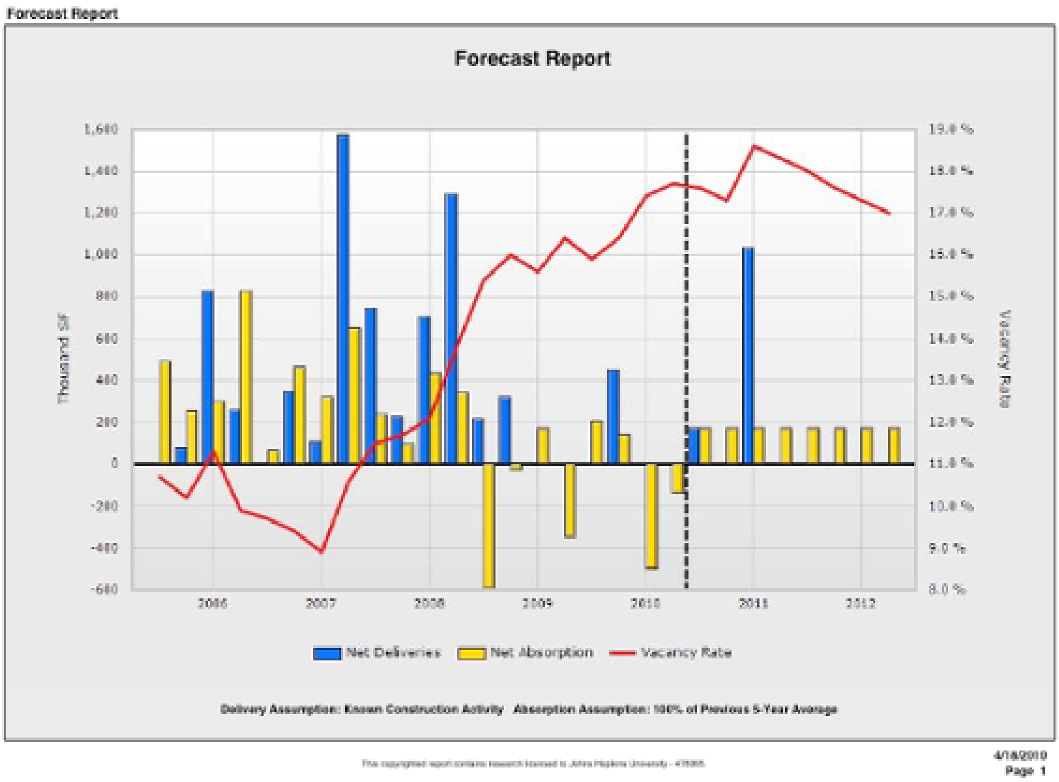


Secondary Market Demand

The secondary market area per Costar analytics revealed a vacancy rate of 17.4% for all class A office buildings. Net Absorption in the secondary market area as of April 18, 2010 per Costar analytics revealed negative net absorbtion of 639,200 SF. Average rent for the area for class A office products averaged $29.63 on a full service basis.

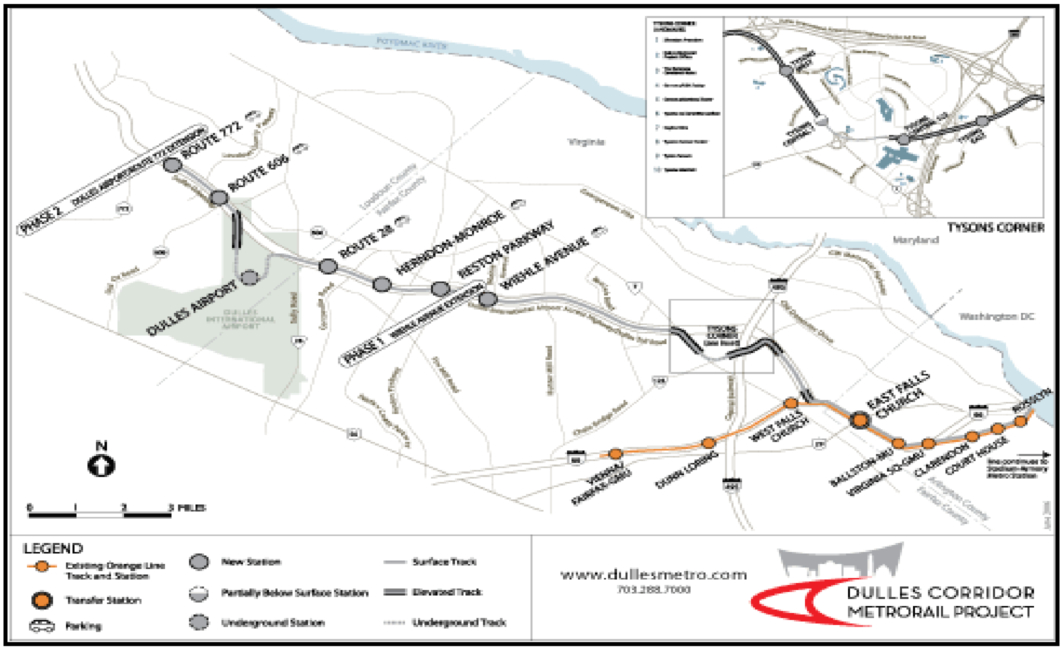
Similar to the primary, the graph below illustrates the relationship between net deliveries, net absorption and vacancy rates for the secondary market area dating back to mid 2005 through present and a forecast through mid 2012. Again, as the market softened in mid 2008, the prevelance of speculative building resulted in increased vacancy and negative net absorbtion.

Unlike the graph for the primary area, vacancy rates in the secondary market are on a steady increase through 2010 maxing out close to 19% as substanital increased supply comes online.



The extension of the silver line has been long anticipated and will ultimately extend through Tyson's Corner, Reston, Herndon, Dulles International Airport and continue into Loudoun County. Due to the scope, the project will be built in two phases; the first with an expected delivery in 2013 will extend the Orange Line from East and West Falls Church stations to Wiehle Avenue. The second phase, with an estimated delivery by 2015, will continue through Reston, Herndon, and Dulles Airport ultimately ending at Route 772 in Loudoun County. It is proposed that these areas around Dulles are currently going through a master planning stage that will lead to sustainable planned development for the next 50 years.

In reference to the proposed development site, the Route 28 station will be the closest, located approximately 8 miles to the north. While the distance is likely too great to have a direct impact, the presence of the Silver Line will provide additional incentive in attracting businesses to move to the area which may indirectly increase demand toward the Westfield site.



Department of Defense

The strong presence of competition in Northern Virginia but outside the primary and secondary market will dilute office demand. In FY 2008 DoD filled 902,985 jobs or 18.9% of the states total job base. Of that 339,941 were on direct payroll, 537,258 were contractors, and 25,786 were construction related. With regards to DoD spending, $44.4 billion of the $54.2 bilion spent in FY2008 was paid out as earnings. The state of Virginia retained $35 billion allocated for reinvestment resulting in a $1.1billion state revenue surplus.

The Direct and Indirect Economic Impacts of DoD Spending
on the Commonwealth of Virginia, FY 2008
(in billions of 2008 $s)

Types of Impacts	GSP(1)	Personal Earnings(2)	Jobs(3)
Direct	$35.0	$29.6	546,398
Indirect(4)	22.4	14.8	356,587
Totals	$57.4	$44.4	902,985

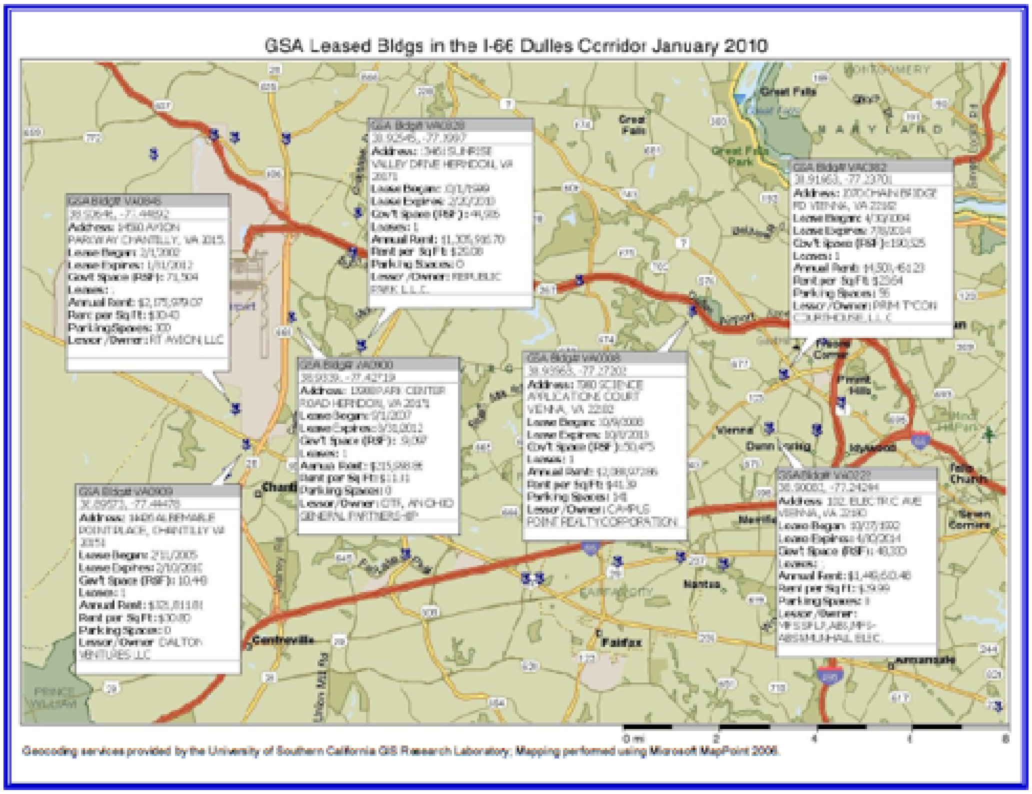
Sources: EMSI, GMU Center for Regional Analysis

A major competitor of the primary provider of employment to the area, government jobs, is Fort Belvoir. By 2014, DoD requires government tenants to meet anti-terrorism blast standards, such as setback requirements and progressive collapse standards. This would allow specific requirements to be targeted by developers in a build to suit capacity, which would also elevate the risk that goes along with building on a speculative basis.

Organization	Number of Personnel
Washington Headquarters Services (BRAC 133)	6,400
National Geospatial-Intelligence Agency (BRAC 168)	8,500
Army Lease (BRAC 132 & 133)	3,943
U.S. Medical Command (BRAC 169)	2,069
Program Executive Office, Enterprise Information Systems (BRAC 5)	480
Missile Defense Agency, HQ Command (BRAC 134)	292
TOTAL	21,484
Number Departing Fort Belvoir	~2,500
Net Increase of Personnel	~18,984

Source: DOD

Along the same lines, GSA reached its December 31, 2009 goal to spend $2b per the recovery act, spurring early demand in the metro area. The map below, provided by the Government Leasing News, illustrates GSA activity in and around the market area. As the delivery date of the silver line becomes more definite, the secondary and eventually primary market will become prime competition for many of the expected relocation, as accessibility to public transportation is an additional requirement of the Department of Defense.



Source: GSA

Lease Prospectus Program- N. Virginia			
Location	**Type**	**Agency**	**RSF**
Skyline Place	Extension	DoD	40k
Various	Consolidation	DoD- TMA	750k
Pomponio Plaza East	Expansion	State	243k
Architects Bldg	Replacement	State	117k

Source: GSA

Current N. Virginia Lease Status		
# of Leases	**RSF**	**Rent**
340	21.5m	$627m

Source: DoD

GSA Lease Prospectuses for FY 2010

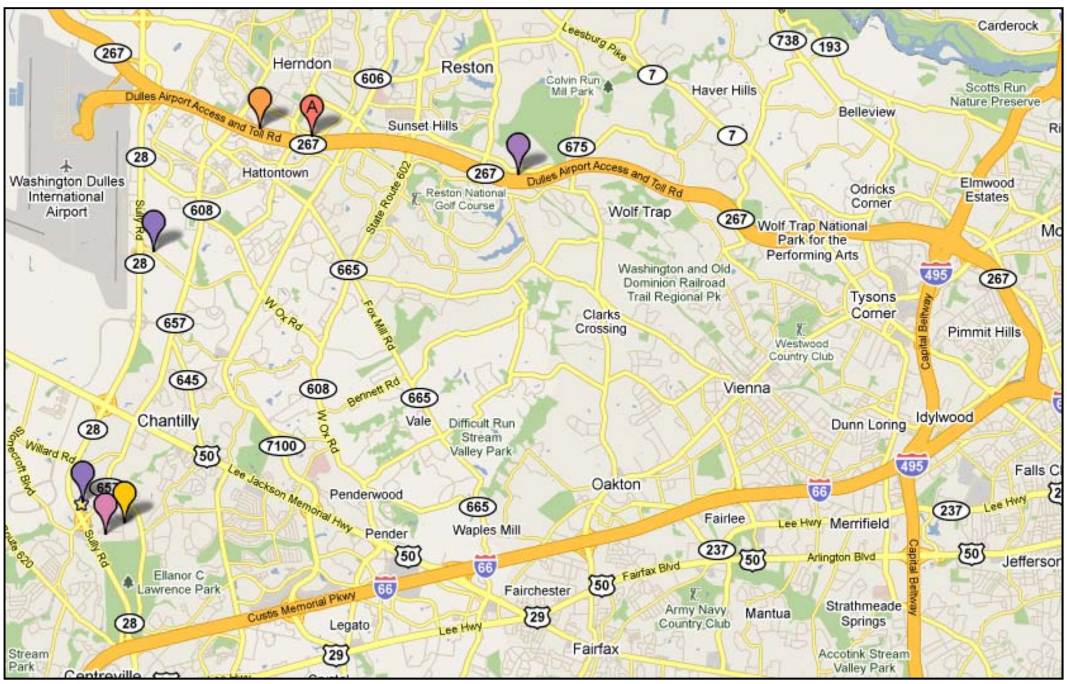
Building/Address	City	State	Type	RSF	Term	PT.AC	House	Senate
18. DHS/Federal Emergency Mgmt Agency	Washington	DC	Lease	71,914	5	$3,523,786	✓	✓
19. National Transportation Safety Board	Washington	DC	Lease	183,157	10	$48,974,693	✓	✓
20. U.S. Army Corps of Engineers	Portland	OR	Lease	126,500	15	$5,060,000	✓	✓
21. National Archives & Records Administration	Philadelphia	PA	Lease & Alterations	345,000	20	$3,795,0000	✓	✓
22. National Aeronautics & Space Administration	Washington	DC	Lease	605,000	15	$29,645,000	✓	✓
23. Dept. of the Treasury	Washington	DC	Lease	70,000	10	$3,430,000	✓	✓
24. NIH – Allergy and Infectious Diseases	Bethesda	MD	Lease	58,108	15	$16,694,000		
25. National Oceanic & Atmospheric Admin.	Silver Spring	MD	Lease	986,000	15	$33,524,000		
26. DoD – Medical Command Headquarters	Northern Va.	VA	Lease	751,000	15	3$9,040,000		
27. DoD – Skyline Place	Falls Church	VA	Lease	402,822	2	$15,307,236		
28. Dept. of State – Architects Building	Arlington	VA	Lease	118,000	15	$4,484,000		✓
29. Dept. of State – Pomponio Plaza East	Arlington	VA	Lease	74,689	15	$9,234,000		
30. Dept. of Housing Urban Development	Atlanta	GA	Lease	165,000	15	$5,445,000		
31. Federal Aviation Administration	Des Plaines	IL	Lease	210,000	10	$4,979,000	✓	✓
32. Internal Revenue Service	Brooklyn	NY	Lease	120,000	10	$6,600,000		
33. Internal Revenue Service	Guaynabo	PR	Lease	111,541	5	$4,433,754		
34. Dept. of Homeland Security (Omnibus Req.)	Nat. Capital	DC	Lease	1,136,000	20	$137,456,000		
35. Dept. of Education	Washington	DC	Lease	252,000	15	$12,348,000		
36. Dept. of Justice	Washington	DC	Lease	468,000	15	$22,932,000		
37. Depts. of Agriculture and Interior	Portland	OR	Lease	156,000	15	$6,240,000		

Source: GSA

Comparable Properties

The comparable properties were selected and researched using primary data obtained through interviews with market professionals in the Northern Virginia region. The ultimate purpose of this aspect of the market study is to examine, compare, and rank the property's attributes to comparable properties in the market area to determine current achievable market rents in terms of specific services the subject site provides and the specific needs it satisfies. Below is a list of the selected comparables as well as a map delineating their locations in proximity to the subject site. Additional details and pictures of each comparable are located in appendix.

Summary of Comparable Rentals						
Comp #	**Adress**	**Year Built**	**Size (SF)**	**Rent/SF/Yr**	**Occupancy**	**Lease Type**
1	575 Herndon Parkway Herndon, VA 20170	1989	112,078	$ 23.50	100%	Full Service
2	13857 McLearen Drive Herndon, VA 20171	2007	132,401	26.00	69%	Full Service
3	11091 Sunset Hills Road Reston, VA 20190	2008	121,157	32.50	69%	Full Service
4	12930 Worldgate Dr. Herndon, VA 20170	2006	84,810	32.00	94%	Full Service
5	4755 Meadow Wood Ln Chantilly, VA 20151	1986	104,003	16.75	100%	NNN
6	14370 Newbrook Drive Chantilly, VA 20151	2008	168,174	29.50	100%	Net Electric
Subject	**Office Building**	**201?**	**156,000**		**0%**	**Full Service**



The market rental rates based on comparables ranges from $23.40 to $30.98 per square foot per year. Our criterion for adjustment was based on what was thought to be the most important site and location factors including age, location, size, class, and lease type. Based on these adjustments, the estimated rental rate is expected to be $27.50 per square foot per year. This rate was adjusted to assume reimbursements on a Full-Service basis meaning the landlord is responsible for paying all operating expenses including maintenance, real estate taxes and insurance.

Competitive Properties

Property #1

Property Name:	Parkway Court	**Tenant Name:**	Booz Allen Hamilton
Property Address:	575 Herndon Parkway Herndon, VA 20170	**Square Footage:**	112,078
		Rental Rate:	$23.50
Submarket	Reston/Herndon	**Tenant Improvements:**	$50.00
Type/Class:	Office/B	**Effective Rent:**	$19.66
Execution Date:	3/30/10	**Free Rent (Months):**	12
Commencement Date:	7/1/10	**Rent Type:**	F/S
Term (Years):	5	**Escalations:**	3%

Competitive Properties

Property #2

Property Name:	Lincoln Park III	**Tenant Name:**	General Dynamics
Property Address:	13857 McLearen Drive Herndon, VA 20171	**Square Footage:**	132,401
		Rental Rate:	$26.00
Submarket	Route 28 S/Chantilly	**Tenant Improvements:**	$70.00
Type/Class:	Office/A	**Effective Rent:**	$26.24
Execution Date:	10/14/09	**Free Rent (Months):**	6
Commencement Date:	5/1/10	**Rent Type:**	F/S
Term (Years):	7	**Escalations:**	3%

Competitive Properties

Property #3

Property Name:	Reston EastPointe	**Tenant Name:**	QinetiQ NA
Property Address:	11091 Sunset Hills Road Reston, VA 20190	**Square Footage:**	121,157
		Rental Rate:	$32.50
Submarket	Reston/Herndon	**Tenant Improvements:**	$80.00
Type/Class:	Office/A	**Effective Rent:**	$37.36
Execution Date:	6/12/09	**Free Rent (Months):**	12
Commencement Date:	11/1/09	**Rent Type:**	F/S
Term (Years):	11	**Escalations:**	2.75%

Competitive Properties

Property #4

Property Name:	Monument III	**Tenant Name:**	ITT Corporation
Property Address:	12930 Worldgate Dr. Herndon, VA 20170	**Square Footage:**	84,810
		Rental Rate:	$32.00
Submarket	Reston/Herndon	**Tenant Improvements:**	$75.00
Type/Class:	Office/A	**Effective Rent:**	$33.85
Execution Date:	4/16/09	**Free Rent (Months):**	6
Commencement Date:	4/1/10	**Rent Type:**	F/S
Term (Years):	10	**Escalations:**	2.5%

Competitive Properties

Property #5

Property Name:	The Meadows I @ Westfields	**Tenant Name:**	GSA (NRO)
Property Address:	4755 Meadow Wood Ln Chantilly, VA 20151	**Square Footage:**	104,003
		Rental Rate:	$16.75
Submarket	Route 28 S/Chantilly	**Tenant Improvements:**	$5.00
Type/Class:	Office/B	**Effective Rent:**	$16.75
Execution Date:	12/17/08	**Free Rent (Months):**	0
Commencement Date:	1/1/09	**Rent Type:**	NNN
Term (Years):	7	**Escalations:**	0%

Competitive Properties

Property #6

Property Name:	Commonwealth Center	**Tenant Name:**	CACI
Property Address:	14370 Newbrook Drive Chantilly, VA 20151	**Square Footage:**	168,174
		Rental Rate:	$29.50
Submarket	Route 28 S/Chantilly	**Tenant Improvements:**	$70.00
Type/Class:	Office/A	**Effective Rent:**	$34.40
Execution Date:	5/1/08	**Free Rent (Months):**	0
Commencement Date:	12/1/09	**Rent Type:**	Net Electric
Term (Years):	12	**Escalations:**	2.75%

Distressed Properties

Mission Ridge

Mission Ridge is a two building complex located on the West side of Route 28 from Eastbrook at Westfields. The project totals 312,000 square feet and was completed in 2007 before they were sold to Pitcairn Properties for approximately $78,500,000, or $251 per square foot. Following a deed in lieu foreclosure by partner GE Real Estate the development was sold to LaSalle Investment Management in the 3rd quarter of 2010 for $40,500,000, or $130 per square foot. The property remains vacant.

Plaza East

Plaza East is a two building complex located at the intersection of Route 28 and Westfields Boulvard. The project, comprised of two 123,400 square foot buildings, was delivered in 2007 by Tishman Speyer. The properties were foreclosed upon by lender GE Capital and sold to a partnership of MRP Realty and Rockpoint Group for $30,000,000, $122 per square foot, in the third quarter of 2010. The properties remain vacant.

V. Development & Construction Costs

Prior to a full financial analysis of the project it was necessary to evaluate the projected costs the development would incur during acquisition, construction and lease up. James G. Davis, a local general contractor and proposed team participant on this project, provided the cost estimate below for Eastbrook at Westfields. As noted the projected total Base Building Construction costs are projected to be $12,236, 595, or $83.31 psf for the first of the two buildings. It should be noted that such costs, such as sitework and infrastructure, are included in this projection and the second building should have reduced costs due to much of the work being completed. Tenant Improvements were calculated from an estimate of $50 psf and Leasing Commissions were estimated at 6% of rental value.

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Chantilly, VA 20151

Development Costs

Design Costs				
Architectural	$	219,000	$	1.50
MEP Engineering		146,000		1.00
Non Construction Costs				
Permits	$	73,000	$	0.50
Sewer Taps		58,400		0.40
Utility Connections		29,200		0.20
Construction Costs				
Sitework				
Sitework	$	458,000	$	3.14
Office Construction				
Excavation	$	44,000	$	0.30
Foundations		144,000		0.99
Slab on Grade		108,000		0.74
Foundation Walls		23,040		0.16
Concrete Structure		2,190,000		15.00
Façade: Window		1,612,528		11.04
Façade: Precast		602,010		4.12
Roofing and Pavers		240,000		1.64
Core Fit Out		540,000		3.70
Misc. Interiors		182,500		1.25
Lobby		672,000		4.60
Back of House		34,560		0.24
Penthouse		12,000		0.08
Elevators		414,000		2.84
Cab Finishes		90,000		0.62
Mechanical/Plumbing		2,190,000		15.00
Sprinkler		255,500		1.75
Electrical		1,051,200		7.20
Subtotal	$	10,863,338	$	74.41
General Conditions	$	572,000	$	3.92
Contingency (3.5%)		400,237		2.74
General Liability		50,041		0.34
Builders Risk Insurance		10,543		0.07
GC Fee (2.0%)		239,351		1.64
Gross Receipts Tax		18,203		0.12
Payment & Performance Bond		82,882		0.57
Total Base Building Construction	$	12,236,595	$	83.81
Tenant Improvement				
Allowance	$	7,300,000	$	50.00
Leasing Commissions				
Total Commissions	$	2,606,000	$	17.85
Grand Total	$	22,668,195	$	155.26

VI. Investment Schedule

Eastbrook at Westfields has been modeled as a ten year investment period for all three proposed proforma scenarios. The initial land acquisition phase is projected for six months beginning January 1, 2011. Following the land acquisition phase the leasing and development timeline occurs as follows:

Scenario 1: Scenario 1 assumes an Anchor Tenant is found and construction begins in the sixth month of the investment period. At this time a construction loan shall be acquired which will cover 75% of the project costs. Per James G. Davis the sitework, base building construction and Anchor Tenant improvements should be completed within 16 months. Thus the completion date of the project would be the 23rd month of the investment at which point permanent finance shall be acquired to retire the construction loan. The remaining leasing shall occur semiannually from this point with the remaining square footage being absorbed by three additional tenants. At the end of the tenth year (120th month) the property is projected to be sold at which point the permanent finance will be repaid and both JV Partner and Developer will be divested their proportionate share of the Net Proceeds from Sale.

Scenario 3: Scenario 1 assumes an Anchor Tenant is found and construction begins in the 18th month of the investment period. At this time a construction loan shall be acquired which will cover 75% of the project costs. Thus the completion date of the project would be the 35thrd month of the investment at which point permanent finance shall be acquired to retire the construction loan. The remaining leasing shall occur semiannually from this point with the remaining square footage being absorbed by three additional tenants. At the end of the tenth year (120th month) the property is projected to be sold at which point the permanent finance will be repaid and both JV Partner and Developer will be divested their proportionate share of the Net Proceeds from Sale.

Scenario 3: Scenario 1 assumes an Anchor Tenant is found and construction begins in the 30th month of the investment period. At this time a construction loan shall be acquired which will cover 75% of the project costs. Thus the completion date of the project would be the 47th month of the investment at which point permanent finance shall be acquired to retire the construction loan. The remaining leasing shall occur semiannually from this point with the remaining square footage being absorbed by three additional tenants. At the end of the tenth year (120th month) the property is projected to be sold at which point the permanent finance will be repaid and both JV Partner and Developer will be divested their proportionate share of the Net Proceeds from Sale.

The chart below shows a hypothetical development timeline for the construction of the building under Scenario 1.

Construction - Base Building	224		224	05-10-11	03-27-12
Excavation / Foundations	82		82	05-10-11	09-02-11
10100 Start Construction - Base Bldg	0	0%	0	05-10-11*	
10200 Mobilization	5	0%	5	05-10-11	05-17-11
10210 Establish Erosion Controls	5	0%	5	05-18-11	05-24-11
10300 Clearing / Grade Bldg Pad	15	0%	15	05-25-11	06-15-11
10400 Grading for Sitework	15	0%	15	06-16-11	07-07-11
11100 F,R&P Foundations - West Bldg	15	0%	15	06-16-11	07-07-11
11200 U/G MEP - West Bldg	10	0%	10	07-08-11	07-21-11
21100 F,R&P Foundations - East Bldg	15	0%	15	07-08-11	07-28-11
11300 Prep & Pour Grade Slab - West Bldg	15	0%	15	07-22-11	08-11-11
21200 U/G MEP - East Bldg	10	0%	10	07-29-11	08-11-11
21300 Prep & Pour Grade Slab - East Bldg	15	0%	15	08-12-11	09-02-11
Structure	54		54	08-19-11	11-03-11
11400 Erect Structural Steel & Deck - West Bldg	20	0%	20	08-19-11	09-19-11
11500 Prep & Pour Deck Slabs - West Bldg	10	0%	10	09-20-11	10-04-11
21400 Erect Structural Steel & Deck - East Bldg	20	0%	20	09-20-11	10-19-11
21500 Prep & Pour Deck Slabs - East Bldg	10	0%	10	10-20-11	11-03-11
Facade / Roof	85		85	09-27-11	01-27-12
11600 Ext Framing & Sheathing - West Bldg	20	0%	20	09-27-11	10-26-11
11700 Erect Ext Masonry - West Bldg	30	0%	30	10-05-11	11-18-11
11900 Erect Screenwall at Roof - West Bldg	15	0%	15	10-05-11	10-26-11
12000 Install Roofing - West Bldg	15	0%	15	10-13-11	11-03-11
21600 Ext Framing & Sheathing - East Bldg	20	0%	20	10-27-11	11-29-11
11800 Install Windows & Entrances - West Bldg	20	0%	20	11-04-11	12-06-11
12200 Install Rooftop Mech Eqpt - West Bldg	20	0%	20	11-04-11	12-06-11
21900 Erect Screenwall at Roof - East Bldg	15	0%	15	11-04-11	11-29-11
22000 Install Roofing - East Bldg	15	0%	15	11-11-11	12-06-11
21700 Erect Ext Masonry - East Bldg	30	0%	30	11-21-11	01-10-12
12100 Dry Bldg - West Bldg	0	0%	0		12-06-11
22200 Install Rooftop Mech Eqpt - East Bldg	20	0%	20	12-08-11	01-10-12
21800 Install Windows & Entrances - East Bldg	20	0%	20	12-23-11	01-27-12
22100 Dry Bldg - East Bldg	0	0%	0		01-27-12
Interior Rough-ins & Finishes	108		108	10-24-11	03-27-12
13100 Rough-in Core & Shell MEP & Eqpt - 2nd Flr	30	0%	30	10-24-11	12-06-11
13150 Rough-in Core & Shell MEP & Eqpt - 1st Flr	30	0%	30	11-07-11	12-20-11
23250 Install Elevators - West Bldg	60	0%	60	12-06-11	02-29-12
23300 Install Elevators - East Bldg	60	0%	60	01-04-12	03-27-12
13200 Core & Shell Finishes - 2nd Flr	40	0%	40	01-06-12	03-01-12
13250 Core & Shell Finishes - 1st Flr	40	0%	40	01-20-12	03-15-12
Sitework	155		155	07-08-11	02-16-12
40100 Site Utililites	20	0%	20	07-08-11	08-04-11
40200 Elec Ductbanks	20	0%	20	08-05-11	09-01-11
40300 Set & Connect Main Elec Transformer	20	0%	20	11-04-11	12-05-11
40500 Final Site Grading	10	0%	10	11-21-11	12-06-11
40400 Permanent Power Available	0	0%	0		12-05-11
40600 Hardscape	30	0%	30	12-07-11	01-19-12
40700 Landscape	20	0%	20	01-20-12	02-16-12

Tenant Improvements		247		247	05-31-11	05-17-12
Interior Rough-ins & Finishes		247		247	05-31-11	05-17-12
30100	Mobilize / Layout for Tenant Improvements	5	0%	5	05-31-11	06-06-11
31100	Rough-in TI MEP & Eqpt - 2nd Flr	30	0%	30	11-21-11	01-05-12
31200	Rough-in TI MEP & Eqpt - 1st Flr	30	0%	30	12-07-11	01-19-12
32100	Tenant Improvement Finishes - 2nd Flr	45	0%	45	02-03-12	04-05-12
32200	Tenant Improvement Finishes - 1st Flr	45	0%	45	02-17-12	04-19-12
32300	Tenant FF&E - 2nd Flr	20	0%	20	04-06-12	05-03-12
32400	Tenant FF&E - 1st Flr	20	0%	20	04-20-12	05-17-12
32500	Tenant Punchlist - 2nd Flr	10	0%	10	04-20-12	05-03-12
32600	Tenant Punchlist - 1st Flr	10	0%	10	05-04-12	05-17-12
Project Close-out		96		96	03-01-12	07-16-12
Final Inspections / Occupancy		96		96	03-01-12	07-16-12
90100	Commission Systems - Base Bldg	20	0%	20	03-01-12	03-28-12
90200	Final Inspections - Base Bldg	10	0%	10	03-22-12	04-04-12
90900	Substantial Completion - Base Bldg	0	0%	0		04-04-12
95100	Commission Systems - TI	20	0%	20	04-20-12	05-17-12
95200	Final Inspections - TI	10	0%	10	05-11-12	05-24-12
95900	Substantial Completion - TI	0	0%	0		07-16-12

VII. Financial Analysis

The initial phase of development for Eastbrook at Westfields is land acquisition. For this analysis the purchase price is projected to be $5,000,000 ($17.12 psf of the proposed development). This acquisition will be funded with a 60% LTV bank loan with interest only finance at 5.50%. This will require the developer to invest $2,000,000 in equity at closing. The loan will fund the Interest Expense which is calculated at $13,750 per month, or $165,000 per year.

As discussed previously construction costs will be financed with a construction loan provided at 75% LTC. This loan will cover all hard and soft costs and pay off the Land Acquisition Loan of approximately $3,000,000. Also included in the construction loan will be the Tenant Improvement and Leasing Commissions for the Anchor Tenant, whose office space will be constructed during base building construction.

During the development phase a Joint Venture Partner is brought in to fund the needed equity for construction. The partnership is structured with the Developer contributing $2,000,000 (30%) and JV Partner investing ~$4,880,000 (70%). Both partners receive a preferred return of 10% on their invested equity with the JV Partner's return being paid first. Cash flow in excess of the preferred return is then split 50%/50% between the two partners.

Following the completion of base building construction and lease commencement of the anchor tenant permanent finance will be used to replace the construction loan and repay any accrued preference to the investors. Current market availability for finance will provide a 75% LTV loan based upon stabilized Net Operating Income. A 10 year term is projected with 25 year amortization at an interest rate of 5.50%. Due to the varying NOI of the scenarios analyzed total loan amounts vary from $36.6 million to $31.2 million.

Based up on the Market Analysis that was performed three development scenarios were created to stress test the financial returns and stability of the proposed project. These three analyses include a Best, Expected and Worst case scenarios which are manipulated relative to the averages provided in the Market Analysis. Due to the assumption that development would only occur with a build to suit tenant the start dates of the development were projected at Month 6, 18 and 30 respectively. In addition to the varying start dates, rental rates and free rent are also varied between the three analyses.

The results of the financial analysis show that the Developer's IRR varies from 29.77% for the Best case scenario, to 23.60% and 18.74% for the Expected and Worst cases respectively.

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Financial Analysis Assumptions

	Scenario 1			Scenario 2			Scenario 3	
Anchor Tenant			**Anchor Tenant**			**Anchor Tenant**		
Lease Commencement (Month):		23	Lease Commencement (Month):		35	Lease Commencement (Month):		47
Rental Rate	$	28.00	Rental Rate	$	26.50	Rental Rate	$	24.50
Rent Abatement (Months):		4	Rent Abatement (Months):		6	Rent Abatement (Months):		8
Escalations		3%	Escalations		3%	Escalations		3%
Tenant Improvements:	$	50.00	Tenant Improvements:	$	50.00	Tenant Improvements:	$	50.00
Commissions:		6%	Commissions:		6%	Commissions:		6%
Additional Leasing			**Additional Leasing**			**Additional Leasing**		
Rental Rate:	$	29.00	Rental Rate:	$	27.50	Rental Rate:	$	26.00
Rent Abatement (Months):		2	Rent Abatement (Months):		4	Rent Abatement (Months):		6
Escalations		3%	Escalations		3%	Escalations		3%
Absorption:	Semiannually		Absorption:	Semiannually		Absorption:	Semiannually	
Number of Leases:		3	Number of Leases:		3	Number of Leases:		3
Tenant Improvements:	$	50.00	Tenant Improvements:	$	50.00	Tenant Improvements:	$	50.00
Commissions		6%	Commissions		6%	Commissions		6%

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Building Specifications

Lot Size (Acres):	12.50
Lot Size (Square Feet):	544,500
Proposed Development Size:	292,000
Phase I Size:	146,000
Phase II Size:	146,000
Proposed Development FAR:	0.54
Proposed Parking Ratio:	3.50
Proposed Parking Spaces:	1,022.00
Typical Floor Plate (Square Feet):	25,000

Land Purchase

Land Price:	$	5,000,000
Land Price (Proposed FAR Foot):	$	17.12
Purchase Equity:	$	2,000,000
Purchase Debt:	$	3,000,000
Unimproved Land RE Tax:	$	75,000

Project Finance

Land Purchase Loan		
Loan Amount:	$	3,000,000
Loan Rate:		5.50%
Annual Payment:	$	165,000
Monthly Loan Payment:	$	13,750

Construction Loan		
Construction Cost:	$	21,210,495
Loan Amount:	$	15,907,871
Loan Rate:		5.00%

Permanent Loan	
Loan To Value:	75%
Loan Rate:	5.50%
Term:	10
Amortization:	25

Partnership Structure

	Developer	JV Equity Partner
Equity Contribution:	27%	73%
Invested Equity	$ 2,000,000	$ 5,302,624
Preferred Return:	10%	10%
Waterfall:	50%	50%

Operating Expense Assumptions

Utilities:	$	1.75
Taxes:	$	1.00
Association Dues:	$	0.50
CAM/Insurance:	$	3.75
Management (of PGI):		3%
Expense Growth:		3%

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Developer Return Analysis

Scenario 1

Year 10 NOI (10% Vacancy):	$	4,094,283
Capitalization Rate:		7%
Projected Value:	$	58,489,753
Cost of Sales:	$	1,754,693
Principal Balance:	$	29,658,637
Cash Flow From Sale:	$	27,076,424
Net Proceeds to Developer:	$	13,538,212
Developer IRR:		29.77%

Cash Flow

Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
$ (2,036,470)	$ -	$ -	$ 200,000	$ 412,846	$ 478,393	$ 545,907	$ 615,444	$ 687,068	$ 14,299,053

Scenario 2

Year 10 NOI (10% Vacancy):	$	3,721,571
Capitalization Rate:		7%
Projected Value:	$	53,165,301
Cost of Sales:	$	1,594,959
Principal Balance:	$	30,915,565
Cash Flow From Sale:	$	20,654,777
Net Proceeds to Developer:	$	10,327,389
Developer IRR:		23.60%

Cash Flow

Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
$ (2,072,940)	$ (37,564)	$ -	$ -	$ -	$ 378,741	$ 440,831	$ 504,784	$ 570,654	$ 10,965,889

Scenario 3

Year 10 NOI (10% Vacancy):	$	3,288,777
Capitalization Rate:		7%
Projected Value:	$	46,982,533
Cost of Sales:	$	1,409,476
Principal Balance:	$	29,573,385
Cash Flow From Sale:	$	15,999,671
Net Proceeds to Developer:	$	7,999,836
Developer IRR:		18.74%

Cash Flow

Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
$ (2,072,940)	$ (75,128)	$ (38,691)	$ -	$ -	$ -	$ 333,285	$ 390,766	$ 449,972	$ 8,510,791

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Scenario 1
Schedule Of Prospective Cash Flow
In Inflated Dollars for the Fiscal Year Beginning 1/1/2011

For the Years Ending	Year 1 Dec-2011	Year 2 Dec-2012	Year 3 Dec-2013	Year 4 Dec-2014	Year 5 Dec-2015	Year 6 Dec-2016	Year 7 Dec-2017	Year 8 Dec-2018	Year 9 Dec-2019	Year 10 Dec-2020
Potential Gross Revenue										
Base Rental Revenue	$4,154,000	$4,267,420	$4,249,383	$4,268,406	$4,369,767	$4,500,859	$4,635,885	$4,774,962	$4,918,211	$5,065,756
Absorption & Turnover Vacancy	(4,154,000)	(3,894,087)	(1,466,517)	(232,387)						
Base Rent Abatements		(373,333)	(585,999)	(106,333)						
Scheduled Base Rental Revenue	$ -	$ -	$ 2,196,867	$ 3,929,686	$ 4,369,767	$ 4,500,859	$ 4,635,885	$ 4,774,962	$ 4,918,211	$ 5,065,756
Expense Reimbursement Revenue										
Utilities			80,199	149,972	172,391	181,059	189,986	199,177	208,643	218,389
Taxes			68,240	113,176	128,061	134,503	141,132	147,960	154,991	162,231
Association Dues			7,457	9,888	10,795	11,338	11,898	12,473	13,065	13,675
CAM			171,855	321,369	369,409	387,985	407,113	426,808	447,091	467,976
Management Expense			33,716	78,085	92,491	97,434	102,538	107,801	113,232	118,837
Total Reimbursement Revenue	-	-	361,467	672,490	773,147	812,319	852,667	894,219	937,022	981,108
Total Potential Gross Revenue	$ -	$ -	$ 2,558,334	$ 4,602,176	$ 5,142,914	$ 5,313,178	$ 5,488,552	$ 5,669,181	$ 5,855,233	$ 6,046,864
Effective Gross Revenue	$ -	$ -	$ 2,558,334	$ 4,602,176	$ 5,142,914	$ 5,313,178	$ 5,488,552	$ 5,669,181	$ 5,855,233	$ 6,046,864
Operating Expenses										
Utilities		24,033	182,563	265,168	287,568	296,195	305,080	314,233	323,660	333,370
Taxes	56,940	71,146	155,341	200,107	213,622	220,030	226,631	233,430	240,433	247,646
Association Dues	16,000	16,480	16,974	17,484	18,008	18,548	19,105	19,678	20,268	20,876
CAM		51,500	391,207	568,218	616,216	634,703	653,744	673,356	693,557	714,363
Management Expense			76,750	138,065	154,287	159,395	164,657	170,075	175,657	181,406
Total Operating Expenses	$ 72,940	$ 163,159	$ 822,835	$ 1,189,042	$ 1,289,701	$ 1,328,871	$ 1,369,217	$ 1,410,772	$ 1,453,575	$ 1,497,661
Net Operating Income	$ (72,940)	$ (163,159)	$ 1,735,499	$ 3,413,134	$ 3,853,213	$ 3,984,307	$ 4,119,335	$ 4,258,409	$ 4,401,658	$ 4,549,203
Debt Service	$0	$449,543	$2,697,259	$2,697,259	$2,697,259	$2,697,259	$2,697,259	$2,697,259	$2,697,259	$2,697,259
Cash Flow after Debt Service	$ (72,940)	$ (612,702)	$ (961,760)	$ 715,875	$ 1,155,954	$ 1,287,048	$ 1,422,076	$ 1,561,150	$ 1,704,399	$ 1,851,944
Preferred Return										
Developer	$ -	$ -	$ -	$ 200,000	$ 200,000	$ 200,000	$ 200,000	$ 200,000	$ 200,000	$ 200,000
JV Partner	$ -	$ -	$ -	$ 530,262	$ 530,262	$ 530,262	$ 530,262	$ 530,262	$ 530,262	$ 530,262
Cash Flow After Preferred Return	$ -	$ -	$ -	$ -	$ 425,692	$ 556,786	$ 691,814	$ 830,888	$ 974,137	$ 1,121,682
Cash Flow Distribution										
Developer	$ -	$ -	$ -	$ -	$ 212,846	$ 278,393	$ 345,907	$ 415,444	$ 487,068	$ 560,841
JV Partner	$ -	$ -	$ -	$ -	$ 212,846	$ 278,393	$ 345,907	$ 415,444	$ 487,068	$ 560,841
Total Developer Cash Flow	**$ (36,470)**	**$ -**	**$ -**	**$ 200,000**	**$ 412,846**	**$ 478,393**	**$ 545,907**	**$ 615,444**	**$ 687,068**	**$ 760,841**

Eastbrook at Westfields

14224 & 14226 Newbrook Dr
Chantilly, VA 20151

Scenario 2
Schedule Of Prospective Cash Flow
In Inflated Dollars for the Fiscal Year Beginning 1/1/2011

For the Years Ending	Year 1 Dec-2011	Year 2 Dec-2012	Year 3 Dec-2013	Year 4 Dec-2014	Year 5 Dec-2015	Year 6 Dec-2016	Year 7 Dec-2017	Year 8 Dec-2018	Year 9 Dec-2019	Year 10 Dec-2020
Potential Gross Revenue										
Base Rental Revenue	$ 3,902,000	$ 4,019,060	$ 4,118,115	$ 4,041,107	$ 4,045,828	$ 4,139,333	$ 4,263,512	$ 4,391,417	$ 4,523,159	$ 4,658,855
Absorption & Turnover Vacancy	(3,902,000)	(4,019,060)	(3,764,782)	(1,406,340)	(222,851)					
Base Rent Abatements			(353,333)	(1,009,167)	(302,500)					
Scheduled Base Rental Revenue	$ -	$ -	$ -	$ 1,625,600	$ 3,520,477	$ 4,139,333	$ 4,263,512	$ 4,391,417	$ 4,523,159	$ 4,658,855
Expense Reimbursement Revenue										
Utilities				82,125	154,766	178,440	187,367	196,561	206,028	215,776
Taxes				69,879	116,792	132,555	139,188	146,018	153,049	160,289
Association Dues				7,636	10,203	11,174	11,734	12,310	12,902	13,511
CAM				175,983	331,642	382,370	401,502	421,201	441,487	462,376
Management Expense				26,038	71,489	89,154	93,914	98,825	103,894	109,125
Total Reimbursement Revenue	-	-	-	361,661	684,892	793,693	833,705	874,915	917,360	961,077
Total Potential Gross Revenue	$ -	$ -	$ -	$ 1,987,261	$ 4,205,369	$ 4,933,026	$ 5,097,217	$ 5,266,332	$ 5,440,519	$ 5,619,932
Effective Gross Revenue	$ -	$ -	$ -	$ 1,987,261	$ 4,205,369	$ 4,933,026	$ 5,097,217	$ 5,266,332	$ 5,440,519	$ 5,619,932
Operating Expenses										
Utilities			24,754	188,040	273,123	296,195	305,080	314,233	323,660	333,370
Taxes	56,940	58,648	73,280	160,001	206,111	220,030	226,631	233,430	240,433	247,646
Association Dues	16,000	16,480	16,974	17,484	18,008	18,548	19,105	19,678	20,268	20,876
CAM			53,045	402,943	585,265	634,703	653,744	673,356	693,557	714,363
Management Expense				59,618	126,161	147,991	152,917	157,990	163,216	168,598
Total Operating Expenses	$ 72,940	$ 75,128	$ 168,053	$ 828,086	$ 1,208,668	$ 1,317,467	$ 1,357,477	$ 1,398,687	$ 1,441,134	$ 1,484,853
Net Operating Income	$ (72,940)	$ (75,128)	$ (168,053)	$ 1,159,175	$ 2,996,701	$ 3,615,559	$ 3,739,740	$ 3,867,645	$ 3,999,385	$ 4,135,079
Debt Service	$ -	$ -	$ 421,302	$ 2,527,815	$ 2,527,815	$ 2,527,815	$ 2,527,815	$ 2,527,815	$ 2,527,815	$ 2,527,815
Cash Flow after Debt Service	$ (72,940)	$ (75,128)	$ (589,355)	$ (1,368,640)	$ 468,886	$ 1,087,744	$ 1,211,925	$ 1,339,830	$ 1,471,570	$ 1,607,264
Preferred Return										
Developer	$ -	$ -	$ -	$ -	$ -	$ 200,000	$ 200,000	$ 200,000	$ 200,000	$ 200,000
JV Partner	$ -	$ -	$ -	$ -	$ 468,886	$ 530,262	$ 530,262	$ 530,262	$ 530,262	$ 530,262
Cash Flow After Preferred Return	$ -	$ -	$ -	$ -	$ -	$ 357,482	$ 481,663	$ 609,568	$ 741,308	$ 877,002
Cash Flow Distribution										
Developer	$ -	$ -	$ -	$ -	$ -	$ 178,741	$ 240,831	$ 304,784	$ 370,654	$ 438,501
JV Partner	$ -	$ -	$ -	$ -	$ -	$ 178,741	$ 240,831	$ 304,784	$ 370,654	$ 438,501
Total Developer Cash Flow	$ (72,940)	$ (37,564)	$ -	$ -	$ -	$ 378,741	$ 440,831	$ 504,784	$ 570,654	$ 638,501

Eastbrook at Westfields

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Scenario 3
Schedule Of Prospective Cash Flow
In Inflated Dollars for the Fiscal Year Beginning 1/1/2011

For the Years Ending	Year 1 Dec-2011	Year 2 Dec-2012	Year 3 Dec-2013	Year 4 Dec-2014	Year 5 Dec-2015	Year 6 Dec-2016	Year 7 Dec-2017	Year 8 Dec-2018	Year 9 Dec-2019	Year 10 Dec-2020
Potential Gross Revenue										
Base Rental Revenue	$ 3,643,000	$ 3,752,290	$ 3,864,859	$ 3,950,514	$ 3,805,355	$ 3,755,703	$ 3,832,087	$ 3,947,050	$ 4,065,460	$ 4,187,424
Absorption & Turnover Vacancy	(3,643,000)	(3,752,290)	(3,864,859)	(3,623,847)	(1,368,055)	(216,784)				
Base Rent Abatements				(326,667)	(1,260,500)	(280,500)				
Scheduled Base Rental Revenue	$ -	$ -	$ -	$ -	$ 1,176,800	$ 3,258,419	$ 3,832,087	$ 3,947,050	$ 4,065,460	$ 4,187,424
Expense Reimbursement Revenue										
Utilities					84,199	159,732	184,027	193,222	202,690	212,441
Taxes					71,644	120,541	136,706	143,536	150,571	157,815
Association Dues					7,829	10,532	11,524	12,100	12,693	13,304
CAM					180,426	342,283	394,341	414,048	434,338	455,232
Management Expense					20,097	67,435	84,014	88,515	93,164	97,961
Total Reimbursement Revenue	-	-	-	-	364,195	700,523	810,612	851,421	893,456	936,753
Total Potential Gross Revenue	$ -	$ -	$ -	$ -	$ 1,540,995	$ 3,958,942	$ 4,642,699	$ 4,798,471	$ 4,958,916	$ 5,124,177
Effective Gross Revenue	$ -	$ -	$ -	$ -	$ 1,540,995	$ 3,958,942	$ 4,642,699	$ 4,798,471	$ 4,958,916	$ 5,124,177
Operating Expenses										
Utilities				25,497	193,681	281,317	305,080	314,233	323,660	333,370
Taxes	56,940	58,648	60,408	75,478	164,801	212,294	226,631	233,430	240,433	247,646
Association Dues	16,000	16,480	16,974	17,484	18,008	18,548	19,105	19,678	20,268	20,876
CAM				54,636	415,031	602,823	653,744	673,356	693,557	714,363
Management Expense					46,230	118,768	139,281	143,954	148,767	153,725
Total Operating Expenses	$ 72,940	$ 75,128	$ 77,382	$ 173,095	$ 837,751	$ 1,233,750	$ 1,343,841	$ 1,384,651	$ 1,426,685	$ 1,469,980
Net Operating Income	$ (72,940)	$ (75,128)	$ (77,382)	$ (173,095)	$ 703,244	$ 2,725,192	$ 3,298,858	$ 3,413,820	$ 3,532,231	$ 3,654,197
Debt Service	$ -	$ -	$ -	$ 383,671	$ 2,302,025	$ 2,302,025	$ 2,302,025	$ 2,302,025	$ 2,302,025	$ 2,302,025
Cash Flow after Debt Service	$ (72,940)	$ (75,128)	$ (77,382)	$ (556,766)	$ (1,598,781)	$ 423,167	$ 996,833	$ 1,111,795	$ 1,230,206	$ 1,352,172
Preferred Return										
Developer	$ -	$ -	$ -	$ -	$ -	$ -	$ 200,000	$ 200,000	$ 200,000	$ 200,000
JV Partner	$ -	$ -	$ -	$ -	$ -	$ 423,167	$ 530,262	$ 530,262	$ 530,262	$ 530,262
Cash Flow After Preferred Return	$ -	$ -	$ -	$ -	$ -	$ -	$ 266,571	$ 381,533	$ 499,944	$ 621,910
Cash Flow Distribution										
Developer	$ -	$ -	$ -	$ -	$ -	$ -	$ 133,285	$ 190,766	$ 249,972	$ 310,955
JV Partner	$ -	$ -	$ -	$ -	$ -	$ -	$ 133,285	$ 190,766	$ 249,972	$ 310,955
Total Developer Cash Flow	$ (72,940)	$ (75,128)	$ (38,691)	$ -	$ -	$ -	$ 333,285	$ 390,766	$ 449,972	$ 510,955

Eastbrook at Westfields
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Scenario 1 Loan Specifics

Stabilized NOI	$ 3,416,236
Value @ 7 Cap	$ 48,803,376
Loan Amount	$ 36,602,532
Monthly Loan Payment	$ 224,772
Annual Loan Payment	$ 2,697,259

Eastbrook at Westfields
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Scenario 2 Loan Specifics

Stabilized NOI	$ 3,201,626
Value @ 7 Cap	$ 45,737,510
Loan Amount	$ 34,303,133
Monthly Loan Payment	$ 210,651
Annual Loan Payment	$ 2,527,815

Eastbrook at Westfields
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Scenario 3 Loan Specifics

Stabilized NOI	$ 2,915,649
Value @ 7 Cap	$ 41,652,133
Loan Amount	$ 31,239,100
Monthly Loan Payment	$ 191,835
Annual Loan Payment	$ 2,302,025

VIII. Project Team

Developer/Property Manager – Chalmers Property Company

Chalmers Property Company, founded by David Chalmers, is a Northern Virginia commercial real estate developer. Focusing on the Interstate 66 corridor Chalmers Property Company develops, acquires and invests in office, industrial and flex products that provide exceptional amenities and locations for tenants in the greater Washington DC Metro area.

Architect – Hickok Cole

Hickok Cole is a Washington, DC based architecture firm that has designed over 50 million square feet office, multi-family and special projects. The firm has capability for new construction, redevelopment and commercial interior design. Their ability to mix base building design, interior design and sustainable aspects will be valuable to the development of Eastbrook at Westfields.

General Contractor – James G. Davis

James G. Davis Construction Corporation has provided construction services in Maryland, Virginia, and Washington, DC since 1966.They have completed base buildings, renovation, and interior construction projects of all sizes for corporate headquarters, the public sector, law firms, associations, technology companies, telecommunications firms, mission critical facilities, schools, broadcast facilities, restaurants, retail, and many other clients including those that prefer or require sustainable construction

Leasing – Cushman & Wakefield

Each year Cushman & Wakefield negotiates transactions on behalf of its clients involving nearly 400 million square feet, with an overall valuation of more than $50 billion. Transactions include high-rise properties, business and office parks, multi-tenant buildings, and mixed-use projects.

IX. Conclusion

Eastbrook at Westfields provides an opportunity for substantial investor returns without the risk of speculative office development. The relative low costs of the vacant land allow the developer to market the property to potential build to suit tenants without incurring large holding costs that would offset any potential investment returns. The current state of the Route 28 South Submarket will remain unappealing for the near future as no large change in demand for office space should be expected. The current offerings should begin to lease at reduced rental rates until which time the excess supply is absorbed. In addition, there should be little risk to the land value so in the event the developer should decide to dispose of the site in the future a loss will not likely be incurred. With these factors acknowledged it is suggested that Eastbrook at Westfields should be pursued on a build to suit basis which the potential upside of speculative development should market

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Aggregate Absorption Report

Summary totals for existing properties

Quarter	Existing Inventory		Delivered Inventory		Tot. Occupied SF	Leasing Activity			Net Absorption			Gross Absorption			Average Rate		
	# of Bldgs	RBA	# of Bldgs	RBA		Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total
Current	90	11,416,816	0	0	9,288,626	18,496	0	18,496	52,800	11,716	64,516	171,617	11,716	183,333	$27.27/fs	$18.37/fs	$26.57/fs
2010 3Q	90	11,416,816	0	0	9,224,110	322,411	11,716	334,127	(25,312)	29,173	3,861	221,578	36,528	258,106	$26.99/fs	$18.45/fs	$26.40/fs
2010 2Q	90	11,416,816	1	525,000	9,220,249	244,186	0	244,186	730,707	(4,280)	726,427	966,301	40,720	1,007,021	$26.70/fs	$19.19/fs	$25.98/fs
2010 1Q	89	10,891,816	0	0	8,493,822	87,178	53,655	140,833	27,459	(58,247)	(30,788)	189,501	17,447	206,948	$27.24/fs	$20.52/fs	$26.40/fs
2009 4Q	89	10,891,816	1	159,500	8,524,610	371,887	0	371,887	(277,759)	(8,363)	(286,122)	227,212	13,991	241,203	$27.26/fs	$16.73/fs	$26.08/fs
2009 3Q	88	10,732,316	0	0	8,810,732	35,681	0	35,681	137,447	25,663	163,110	267,056	25,663	292,719	$27.59/fs	$16.93/fs	$26.23/fs
2009 2Q	88	10,732,316	0	0	8,647,622	161,282	0	161,282	54,509	(4,935)	49,574	121,438	11,201	132,639	$27.57/fs	$16.78/fs	$26.27/fs
2009 1Q	88	10,732,316	0	0	8,598,048	155,276	15,974	171,250	72,843	22,800	95,643	274,362	29,806	304,168	$28.47/fs	$17.17/fs	$26.99/fs
2008 4Q	88	10,732,316	0	0	8,502,405	287,027	12,492	299,519	(63,990)	68,747	4,757	72,909	83,155	156,064	$28.92/fs	$18.44/fs	$27.45/fs
2008 3Q	88	10,732,316	0	0	8,497,648	269,199	20,489	289,688	(52,003)	(77,467)	(129,470)	81,662	0	81,662	$29.47/fs	$21.26/fs	$28.23/fs
2008 2Q	88	10,732,316	4	568,371	8,627,118	136,400	2,742	139,142	454,350	(9,694)	444,656	494,911	15,773	510,684	$30.07/fs	$21.09/fs	$28.67/fs
2008 1Q	84	10,163,945	1	159,988	8,182,462	277,649	0	277,649	77,202	(9,216)	67,986	183,959	5,112	189,071	$29.75/fs	$21.31/fs	$28.47/fs
2007 4Q	83	10,003,957	0	0	8,114,476	32,730	2,472	35,202	11,722	(31,788)	(20,066)	105,230	2,472	107,702	$30.41/fs	$20.28/fs	$29.11/fs
2007 3Q	83	10,003,957	2	296,675	8,134,542	138,147	6,966	145,113	384,756	29,691	414,447	544,842	37,302	582,144	$30.33/fs	$21.61/fs	$29.66/fs
2007 2Q	81	9,707,282	7	1,232,978	7,720,095	254,394	32,659	287,053	373,600	184	373,784	500,079	46,061	546,140	$30.10/fs	$22.64/fs	$29.37/fs
2007 1Q	74	8,474,304	2	195,833	7,346,311	76,677	36,037	112,714	326,944	18,334	345,278	354,170	18,334	372,504	$29.76/fs	$21.20/fs	$28.92/fs
2006 4Q	72	8,278,471	2	267,056	7,001,033	69,338	0	69,338	93,932	(13,091)	80,841	157,554	0	157,554	$29.54/fs	$19.97/fs	$28.95/fs
2006 3Q	70	8,011,415	1	76,965	6,920,192	443,674	15,690	459,364	55,071	7,261	62,332	94,642	25,001	119,643	$29.29/fs	$20.57/fs	$28.82/fs
2006 2Q	69	7,934,450	1	76,391	6,857,860	210,188	6,401	216,589	174,348	60,347	234,695	267,327	95,197	362,524	$28.72/fs	$18.63/fs	$27.76/fs
2006 1Q	68	7,858,059	3	519,140	6,623,165	25,380	7,529	32,909	43,566	33,197	76,763	134,635	48,789	183,424	$28.23/fs	$18.14/fs	$26.77/fs

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Aggregate Historical Vacancy Report

Summary totals for existing properties

Period	Properties	RBA	SF Vacant			% Vacant			SF Vacant Available			% Vacant Available			Average Rate		
			Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total	Direct	Sublet	Total
Current	90	11,416,816	2,032,950	95,240	2,128,190	17.8%	0.8%	18.6%	1,803,754	95,240	1,898,994	15.8%	0.8%	16.6%	$27.27/fs	$18.37/fs	$26.57/fs
2010 3Q	90	11,416,816	2,085,750	106,956	2,192,706	18.3%	0.9%	19.2%	1,756,832	104,541	1,861,373	15.4%	0.9%	16.3%	$26.99/fs	$18.45/fs	$26.40/fs
2010 2Q	90	11,416,816	2,060,438	136,129	2,196,567	18.0%	1.2%	19.2%	1,828,016	136,129	1,964,145	16.0%	1.2%	17.2%	$26.70/fs	$19.19/fs	$25.98/fs
2010 1Q	89	10,891,816	2,266,145	131,849	2,397,994	20.8%	1.2%	22.0%	1,976,606	122,073	2,098,679	18.1%	1.1%	19.3%	$27.24/fs	$20.52/fs	$26.40/fs
2009 4Q	89	10,891,816	2,293,604	73,602	2,367,206	21.1%	0.7%	21.7%	2,044,635	73,602	2,118,237	18.8%	0.7%	19.4%	$27.26/fs	$16.73/fs	$26.08/fs
2009 3Q	88	10,732,316	1,856,345	65,239	1,921,584	17.3%	0.6%	17.9%	1,782,916	65,239	1,848,155	16.6%	0.6%	17.2%	$27.59/fs	$16.93/fs	$26.23/fs
2009 2Q	88	10,732,316	1,993,792	90,902	2,084,694	18.6%	0.8%	19.4%	1,724,151	90,902	1,815,053	16.1%	0.8%	16.9%	$27.57/fs	$16.78/fs	$26.27/fs
2009 1Q	88	10,732,316	2,048,301	85,967	2,134,268	19.1%	0.8%	19.9%	1,753,540	85,967	1,839,507	16.3%	0.8%	17.1%	$28.47/fs	$17.17/fs	$26.99/fs
2008 4Q	88	10,732,316	2,121,144	108,767	2,229,911	19.8%	1.0%	20.8%	1,865,836	101,767	1,967,603	17.4%	0.9%	18.3%	$28.92/fs	$18.44/fs	$27.45/fs
2008 3Q	88	10,732,316	2,057,154	177,514	2,234,668	19.2%	1.7%	20.8%	1,810,157	165,000	1,975,157	16.9%	1.5%	18.4%	$29.47/fs	$21.26/fs	$28.23/fs
2008 2Q	88	10,732,316	2,005,151	100,047	2,105,198	18.7%	0.9%	19.6%	1,952,354	100,047	2,052,401	18.2%	0.9%	19.1%	$30.07/fs	$21.09/fs	$28.67/fs
2008 1Q	84	10,163,945	1,891,130	90,353	1,981,483	18.6%	0.9%	19.5%	1,711,094	90,353	1,801,447	16.8%	0.9%	17.7%	$29.75/fs	$21.31/fs	$28.47/fs
2007 4Q	83	10,003,957	1,808,344	81,137	1,889,481	18.1%	0.8%	18.9%	1,724,385	81,137	1,805,522	17.2%	0.8%	18.0%	$30.41/fs	$20.28/fs	$29.11/fs
2007 3Q	83	10,003,957	1,820,066	49,349	1,869,415	18.2%	0.5%	18.7%	1,670,318	49,349	1,719,667	16.7%	0.5%	17.2%	$30.33/fs	$21.61/fs	$29.66/fs
2007 2Q	81	9,707,282	1,908,147	79,040	1,987,187	19.7%	0.8%	20.5%	1,717,106	54,289	1,771,395	17.7%	0.6%	18.2%	$30.10/fs	$22.64/fs	$29.37/fs
2007 1Q	74	8,474,304	1,048,769	79,224	1,127,993	12.4%	0.9%	13.3%	892,794	43,097	935,891	10.5%	0.5%	11.0%	$29.76/fs	$21.20/fs	$28.92/fs
2006 4Q	72	8,278,471	1,179,880	97,558	1,277,438	14.3%	1.2%	15.4%	938,988	97,558	1,036,546	11.3%	1.2%	12.5%	$29.54/fs	$19.97/fs	$28.95/fs
2006 3Q	70	8,011,415	1,006,756	84,467	1,091,223	12.6%	1.1%	13.6%	739,336	84,467	823,803	9.2%	1.1%	10.3%	$29.29/fs	$20.57/fs	$28.82/fs
2006 2Q	69	7,934,450	984,862	91,728	1,076,590	12.4%	1.2%	13.6%	916,911	85,327	1,002,238	11.6%	1.1%	12.6%	$28.72/fs	$18.63/fs	$27.76/fs
2006 1Q	68	7,858,059	1,082,819	152,075	1,234,894	13.8%	1.9%	15.7%	979,480	118,678	1,098,158	12.5%	1.5%	14.0%	$28.23/fs	$18.14/fs	$26.77/fs

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EastBrook @ Westfields

14224 Newbrook Dr, Chantilly, VA 20151

Building Type:	Class A Office	Total Available:	146,000 SF
Class:	A	% Leased:	6.41%
RBA:	156,000 SF	Rent/SF/Yr:	Negotiable
Typical Floor:	24,333 SF		

Radius	1 Mile		3 Mile		5 Mile	
Population						
2014 Projection	8,965		85,302		205,950	
2009 Estimate	8,429		81,770		193,375	
2000 Census	7,117		73,028		166,251	
Growth 2009 - 2014	6.40%		4.30%		6.50%	
Growth 2000 - 2009	18.40%		12.00%		16.30%	
2009 Population by Age	8,429		81,770		193,375	
Age 0 - 4	685	8.13%	6,354	7.77%	15,205	7.86%
Age 5 - 9	688	8.16%	6,551	8.01%	15,575	8.05%
Age 10 - 14	676	8.02%	6,659	8.14%	15,846	8.19%
Age 15 - 17	366	4.34%	3,524	4.31%	8,361	4.32%
Age 18 - 20	308	3.65%	2,804	3.43%	6,490	3.36%
Age 21 - 24	373	4.43%	3,230	3.95%	8,026	4.15%
Age 25 - 34	1,190	14.12%	11,092	13.56%	26,444	13.67%
Age 35 - 44	1,423	16.88%	14,934	18.26%	35,970	18.60%
Age 45 - 49	709	8.41%	7,621	9.32%	17,863	9.24%
Age 50 - 54	626	7.43%	6,247	7.64%	14,740	7.62%
Age 55 - 59	458	5.43%	4,704	5.75%	11,142	5.76%
Age 60 - 64	344	4.08%	3,319	4.06%	7,602	3.93%
Age 65 - 74	342	4.06%	3,136	3.84%	6,795	3.51%
Age 75 - 84	180	2.14%	1,226	1.50%	2,541	1.31%
Age 85 and over	58	0.69%	371	0.45%	776	0.40%
Age 16 and over	6,259	74.26%	60,980	74.58%	143,820	74.37%
Age 18 and over	6,014	71.35%	58,683	71.77%	138,388	71.56%
Age 21 and over	5,706	67.69%	55,879	68.34%	131,898	68.21%
Age 65 and over	581	6.89%	4,734	5.79%	10,112	5.23%
Median Age	34.40		35.50		35.20	
Average Age	34.00		34.00		33.70	

NORTHMARQ

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Demographic Detail Report

EastBrook @ Westfields

14224 Newbrook Dr, Chantilly, VA 20151

Radius	1 Mile		3 Mile		5 Mile	
2009 Population By Race	8,429		81,770		193,375	
White	4,997	59.28%	53,992	66.03%	130,133	67.30%
Black or African American	670	7.95%	5,166	6.32%	11,979	6.19%
American Indian and Alaska Native	28	0.33%	251	0.31%	508	0.26%
Asian	1,774	21.05%	15,608	19.09%	36,707	18.98%
Native Hawaiian and Pacific Islander	8	0.09%	42	0.05%	111	0.06%
Other Race	523	6.20%	3,523	4.31%	6,738	3.48%
Two or More Races	429	5.09%	3,189	3.90%	7,200	3.72%
2009 Population by Hispanic Origin	8,429		81,770		193,375	
Not Hispanic or Latino	6,934	82.26%	71,704	87.69%	173,474	89.71%
Hispanic or Latino:	1,495	17.74%	10,066	12.31%	19,902	10.29%
Mexican	157	1.86%	1,348	1.65%	2,805	1.45%
Puerto Rican	87	1.03%	831	1.02%	1,799	0.93%
Cuban	26	0.31%	321	0.39%	725	0.37%
Other Hispanic or Latino	1,225	14.53%	7,566	9.25%	14,572	7.54%
2009 Age 5+ Language at Home	7,744		75,416		178,170	
Speak Only English	5,416	69.94%	56,790	75.30%	135,692	76.16%
Speak Asian or Pacific Island	756	9.76%	6,177	8.19%	15,483	8.69%
Speak IndoEuropean	682	8.81%	5,995	7.95%	13,564	7.61%
Speak Spanish	815	10.52%	5,628	7.46%	11,332	6.36%
Speak Other Language	75	0.97%	826	1.10%	2,099	1.18%
2009 Median Age, Male	33.50		34.70		34.80	
2009 Average Age, Male	33.00		33.30		33.30	
Median Age, Female	35.30		36.10		35.60	
Average Age, Female	35.00		34.80		34.10	
2009 Population by Employment Status (Age 16+)	6,258		60,981		143,819	
In Armed Forces	60	0.96%	656	1.08%	1,313	0.91%
Civilian, Employed	4,363	69.72%	45,938	75.33%	109,115	75.87%
Civilian, Unemployed	433	6.92%	3,425	5.62%	7,312	5.08%
Not In Labor Force	1,402	22.40%	10,962	17.98%	26,079	18.13%
2009 Population by Occupation Classification (Age 16+)	4,363		45,938		109,116	
Blue Collar	442	10.13%	3,824	8.32%	8,074	7.40%
White Collar	3,340	76.55%	37,050	80.65%	89,689	82.20%
Service	581	13.32%	5,064	11.02%	11,353	10.40%

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EastBrook @ Westfields

14224 Newbrook Dr, Chantilly, VA 20151

Radius	1 Mile		3 Mile		5 Mile	
2000 Population by Marital Status (Age 15+)	6,380		62,206		146,749	
Total, Never Married	1,733	27.16%	16,531	26.57%	39,686	27.04%
Married	3,641	57.07%	38,414	61.75%	92,201	62.83%
Widowed	293	4.59%	1,733	2.79%	3,401	2.32%
Divorced	713	11.18%	5,528	8.89%	11,461	7.81%
Males Divorced	197		1,584		3,235	
Females Divorced	299		2,909		5,808	
Males, Never Married	683		7,533		17,334	
Females Never Married	674		6,446		14,777	
2009 Population by Education	5,332		52,649		123,873	
Less Than 9Th Grade	186	3.49%	868	1.65%	1,732	1.40%
Some High School, No Diploma	229	4.29%	1,587	3.01%	2,896	2.34%
High School Graduate (Includes Equivalency)	1,095	20.54%	7,290	13.85%	15,293	12.35%
Some College, No Degree	855	16.04%	8,463	16.07%	18,384	14.84%
Associate Degree	312	5.85%	3,496	6.64%	7,980	6.44%
Bachelor Degree	1,638	30.72%	18,872	35.84%	45,996	37.13%
Advanced Degrees	1,017	19.07%	12,073	22.93%	31,592	25.50%
2009 Population by Occupation (Age 16+)	4,945		51,003		120,470	
Management, Business, & Financial	1,918	38.79%	22,641	44.39%	55,366	45.96%
Professional & Related Occupations	186	3.76%	2,841	5.57%	6,986	5.80%
Services	1,967	39.78%	18,170	35.63%	41,826	34.72%
Sales & Office	535	10.82%	4,418	8.66%	10,070	8.36%
Farming, Fishing, and Forestry	9	0.18%	43	0.08%	87	0.07%
Construction and Extraction, Maint	109	2.20%	1,212	2.38%	2,526	2.10%
Production & Transportation	221	4.47%	1,678	3.29%	3,609	3.00%
2009 Workers by Travel Time to Work (Age 16+)	4,424		46,593		110,428	
Less Then 15 Minutes	870	19.67%	7,190	15.43%	16,961	15.36%
15 to 29 Minutes	1,287	29.09%	13,039	27.98%	31,536	28.56%
30 to 44 Minutes	973	21.99%	11,906	25.55%	28,626	25.92%
45 to 59 Minutes	554	12.52%	6,904	14.82%	15,731	14.25%
60+ Minutes	740	16.73%	7,554	16.21%	17,574	15.91%

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EastBrook @ Westfields

14224 Newbrook Dr, Chantilly, VA 20151

Radius	1 Mile		3 Mile		5 Mile	
Households						
2014 Projection	3,077		29,644		72,668	
2009 Estimate	2,901		28,479		68,054	
2000 Census	2,482		25,559		58,260	
Growth 2009 - 2014	6.10%		4.10%		6.80%	
Growth 2000 - 2009	16.90%		11.40%		16.80%	
2000 Households by HH Size	2,482		25,559		58,259	
1-Person Households	476	19.18%	4,695	18.37%	10,596	18.19%
2-Person Households	629	25.34%	7,621	29.82%	17,695	30.37%
3-Person Households	472	19.02%	4,855	19.00%	11,226	19.27%
4-Person Households	506	20.39%	5,076	19.86%	11,580	19.88%
5-Person Households	239	9.63%	2,112	8.26%	4,807	8.25%
6-Person Households	96	3.87%	754	2.95%	1,563	2.68%
7 or more Person Households	64	2.58%	446	1.74%	792	1.36%
2009 Average Household Size	2.89		2.87		2.83	
2009 Households by HH Income	2,900		28,477		68,054	
Income Less than $15,000	50	1.72%	363	1.27%	880	1.29%
Income: $15,000 - $24,999	104	3.59%	494	1.73%	939	1.38%
Income: $25,000 - $34,999	88	3.03%	643	2.26%	1,201	1.76%
Income: $35,000 - $49,999	200	6.90%	1,654	5.81%	3,533	5.19%
Income: $50,000 - $74,999	453	15.62%	3,680	12.92%	8,405	12.35%
Income: $75,000 - $99,999	402	13.86%	4,286	15.05%	10,259	15.07%
Income: $100,000 - $149,999	1,022	35.24%	9,482	33.30%	21,831	32.08%
Income: $150,000 - $249,999	515	17.76%	6,099	21.42%	15,940	23.42%
Income: $250,000 - $499,999	57	1.97%	1,431	5.03%	3,990	5.86%
Income: $500,000 or more	9	0.31%	345	1.21%	1,076	1.58%
2009 Avg Household Income	$115,419		$135,032		$143,346	
2009 Med Household Income	$107,467		$115,379		$120,869	
2009 Per Capita Income	$37,981		$46,849		$50,324	
2009 Occupied Housing	2,901		28,479		68,054	
Owner Occupied	2,152	74.18%	21,333	74.91%	50,401	74.06%
Renter Occupied	749	25.82%	7,146	25.09%	17,653	25.94%

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Demographic Detail Report

EastBrook @ Westfields

14224 Newbrook Dr, Chantilly, VA 20151

Radius	1 Mile		3 Mile		5 Mile	
2009 Housing Value - Owner Occupied	2,153		21,328		50,388	
Value Less than $20,000	0	0.00%	161	0.75%	190	0.38%
Value $20,000 - $39,999	0	0.00%	221	1.04%	334	0.66%
Value $40,000 - $59,999	8	0.37%	155	0.73%	319	0.63%
Value $60,000 - $79,999	17	0.79%	95	0.45%	167	0.33%
Value $80,000 - $99,999	0	0.00%	74	0.35%	144	0.29%
Value $100,000 - $149,999	322	14.96%	1,297	6.08%	1,666	3.31%
Value $150,000 - $199,999	215	9.99%	1,659	7.78%	3,382	6.71%
Value $200,000 - $299,999	440	20.44%	4,567	21.41%	10,013	19.87%
Value $300,000 - $399,999	545	25.31%	5,952	27.91%	12,038	23.89%
Value $400,000 - $499,999	197	9.15%	2,871	13.46%	6,874	13.64%
Value $500,000 - $749,999	348	16.16%	3,254	15.26%	11,475	22.77%
Value $750,000 - $999,999	60	2.79%	764	3.58%	2,939	5.83%
Value $1,000,000 or more	1	0.05%	258	1.21%	847	1.68%
2009 Med Housing Val-Owner Occupied	$313,670		$340,902		$374,580	
2000 Housing Units by Units in Structure	2,582		26,170		59,574	
1 Unit Attached	858	33.23%	8,267	31.59%	17,880	30.01%
1 Unit Detached	1,302	50.43%	12,607	48.17%	28,741	48.24%
2 Units	21	0.81%	76	0.29%	107	0.18%
3 - 19 Units	201	7.78%	3,674	14.04%	8,756	14.70%
20 - 49 Units	18	0.70%	512	1.96%	1,896	3.18%
50 or more Units	182	7.05%	531	2.03%	1,638	2.75%
Mobile Home or Trailer	0	0.00%	503	1.92%	548	0.92%
Boat, RV, Van, Etc.	0	0.00%	0	0.00%	8	0.01%
2009 Housing Units by Yr Built	3,116		29,897		71,533	
Built 1999 to Present	628	20.15%	4,385	14.67%	15,316	21.41%
Built 1995 to 1998	378	12.13%	2,948	9.86%	9,445	13.20%
Built 1990 to 1994	254	8.15%	5,310	17.76%	13,054	18.25%
Built 1980 to 1989	1,155	37.07%	11,003	36.80%	23,528	32.89%
Built 1970 to 1979	398	12.77%	3,701	12.38%	6,358	8.89%
Built 1960 to 1969	261	8.38%	2,183	7.30%	2,732	3.82%
Built 1950 to 1959	12	0.39%	219	0.73%	652	0.91%
Built 1940 to 1949	19	0.61%	89	0.30%	210	0.29%
Built 1939 or Earlier	11	0.35%	59	0.20%	238	0.33%
2009 Median Year Built	1987		1988		1991	

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Eastbrook @ Westfields

Chantilly VA

Chalmers Properties

Conceptual Estimate **by: JNB**

ESTIMATE DATED - **1-Dec-10**

			QUANTITY	UNIT	COST RATE	COST EXTENSION	CURRENT ESTIMATE
BASIC INFORMATION							
LEED: Y/N?	N						
Office Info	146,000	Sf					
Foundations (Ftgs, Deep, Mat): F/D/M	Ftgs				**Loaded Costs**		
Slab-on-grade: Y/N?	Y				$83.81	Per Sf	
Total number of floors	6	Ea					
Length of one side of floor	200	Lf					
Width of one side of floor	120	Lf			**Direct Costs**		
SF per floor	24,000	Sf			$17.19	Structure	
Retail Area	-	Sf			$16.81	Enclosure	
Penthouse area	2,000	Sf			$9.87	Interiors	
Structure (concrete, steel): C/S ?	c				$3.45	Vert. Transp.	
Slab-to-slab height	11.00	Ft			$23.95	MEP	
Additional base building height	2.00	Ft			$71.27	Subtotal	
Total perimeter per floor	640	Lf					
Façade flat plane (incl. penthouse)	46,740	Sf					
Façade articulation factor	15%						
Total façade	53,751	Sf					
Elevators - traction	3	Ea					

ASSUMPTIONS

1. This budget does not include escalation. The Owner should take this into account when developing projected costs.
2. This budget does not include typical development costs associated with the project such as fees and/or permits required by public authorities, testing and inspection fees, or architect/engineer design fees.
3. The relocation of existing uncharted underground utilities is not included in this budget.
4. This budget does not include utility company charges for work associated with permanent electrical power, water and sewer availability fees, telephone service and gas service to the project.
5. This budget excludes any work associated with the handling, disposing or containment of asbestos, lead, underground storage tanks, contaminated soils, and other hazardous material abatement.
6. This budget does not include AV, Telecom/Data, Security or FF&E items.

Eastbrook @ Westfields

Chantilly VA

Chalmers Properties

Conceptual Estimate **by: JNB**

ESTIMATE DATED - **1-Dec-10**

					COST		CURRENT
			QUANTITY	**UNIT**	**RATE**	**EXTENSION**	**ESTIMATE**
SITEWORK	146,000	Sf	$3.14	Sf			
General Sitework			146,000	Sf	$3.00	438,000	
Other Sitework Items			1	Ls	$20,000.00	20,000	458,000
OFFICE BUILDING	146,000	Sf	$71.27	Sf			
Excavation - average over s.o.g. area	3.0	Ft	2,933	Cy	$15.00	44,000	
Additional excavation for mat			0	Cy	$15.00	0	
Foundations	Footings		24,000	Sf	$6.00	144,000	
Slab-on-grade & pits			24,000	Sf	$4.50	108,000	
Foundation walls at perimeter	2.0	Ft	1,280	Sf	$18.00	23,040	
Shower/ Locker Rooms (for LEED)			0	Ea	$50,000	0	
Concrete structure			146,000	Sf	$15.00	2,190,000	
Steel structure	10.0	#/sf	0	Tons	$2,200.00	0	
Metal deck (floor & roof)			0	Sf	$2.50	0	
Slab-on-metal deck			0	Sf	$4.25	0	
Spray fireproofing			0	Sf	$1.50	0	
Façade - average cost	$41.20		53,751	Sf			
Façade: window material 1	60.0%		32,251	Sf	$50.00	1,612,528	
Façade: window material 2	0.0%		0	Sf	$80.00	0	
Façade: opaque material 1 & framing	40.0%		21,500	Sf	$28.00	602,010	
Façade: opaque material 2 & framing	0.0%		0	Sf	$50.00	0	
Façade: entrance canopy			0	Ea	$50,000.00	0	
Roofing and pavers			24,000	Sf	$10.00	240,000	
Green roof - premium (for LEED)	20.0%		0	Sf	$16.00	0	
Core fit-out			6	Ea	$90,000	540,000	
Miscellaneous interiors			146,000	Sf	$1.25	182,500	
Lobby (percentage of one floor)	16.0%		3,840	Sf	$175.00	672,000	
Back of House (dock, service, etc.)	12.0%		2,880	Sf	$12.00	34,560	
1st Floor Retail (cold, dark, shell)			0	Sf	$7.00	0	
Other finishes			0	Sf	$0.00	0	
Penthouse finishes			2,000	Sf	$6.00	12,000	
Elevators - traction (none to Roof)			18	Stops	$23,000	414,000	
Elevators - hydraulic (none to Roof)			0	Stops	$18,000	0	
Cab finishes			3	Ea	$30,000	90,000	
Mechanical/Plumbing			146,000	Sf	$15.00	2,190,000	
Mechanical/Plumbing - LEED premium			146,000	Sf	$1.20	0	
Sprinkler			146,000	Sf	$1.75	255,500	
Electrical			146,000	Sf	$7.20	1,051,200	
Electrical - LEED premium			146,000	Sf	$0.00	0	10,405,338

Eastbrook @ Westfields

Chantilly VA

Chalmers Properties

Conceptual Estimate **by: JNB**

ESTIMATE DATED - **1-Dec-10**

			COST		CURRENT
	QUANTITY	UNIT	RATE	EXTENSION	ESTIMATE
SUBTOTAL - DIRECT COSTS				**10,863,338**	

Eastbrook @ Westfields

Chantilly VA

Chalmers Properties

Conceptual Estimate **by: JNB**

ESTIMATE DATED - **1-Dec-10**

					COST		CURRENT
			QUANTITY	**UNIT**	**RATE**	**EXTENSION**	**ESTIMATE**
General Conditions			52	Wk	$11,000	572,000	5.3%
Estimating Contingency					3.50%	400,237	
General Liability					0.40%	50,041	
Builder's Risk Insurance			0.084%	/ year	0.084%	10,543	
GC Fee					2.00%	239,351	
Gross Receipts Tax					0.15%	18,203	
Payment and Performance Bond					0.68%	82,882	
Escalation					0.00%	0	
GRAND TOTAL						**12,236,595**	
SUMMARY - LOADED COSTS							
Sitework	146,000	Sf	$3.53	Sf		515,897	
Office	146,000	Sf	$80.28	Sf		11,720,698	
GRAND TOTAL	146,000	Sf	$83.81	Sf		**12,236,595**	

LEED Premiums (included above)						
Shower/ Locker Rooms (for LEED)						0
Green roof - premium (for LEED)						0
Mechanical/Plumbing - LEED premium						0
Electrical - LEED premium						0
Subtotal LEED Premiums - direct costs						0
Mark-ups					7.4%	0
Total LEED Premium cost	$0.00	/OSF	0.0%	of total		0

PART 2 6-200 PDC PLANNED DEVELOPMENT COMMERCIAL DISTRICT

6-201 Purpose and Intent

The PDC District is established to encourage the innovative and creative design of commercial development. The district regulations are designed to accommodate preferred high density land uses which could produce detrimental effects on neighboring properties if not strictly controlled as to location and design; to insure high standards in the lay-out, design and construction of commercial developments; and otherwise to implement the stated purpose and intent of this Ordinance.

To these ends, rezoning to and development under this district will be permitted only in accordance with a development plan prepared and approved in accordance with the provisions of Article 16.

6-202 Principal Uses Permitted

The following principal uses shall be permitted subject to the approval of a final development plan prepared in accordance with the provisions of Article 16, and subject to the use limitations set forth in Sect. 206 below.

1. Business service and supply service establishments.

2. Eating establishments.

3. Establishments for scientific research, development and training where assembly, integration and testing of products in a completely enclosed building is incidental to the principal use of scientific research, development and training.

4. Exposition halls and facilities to house cultural or civic events or conventions of political, industrial, fraternal or similar associations, with a minimum gross floor area of 100,000 square feet.

5. Financial institutions.

6. Garment cleaning establishments.

7. Hotels, motels.

8. Offices.

9. Personal service establishments.

10. Public uses.

11. Repair service establishments.

12. Retail sales establishments.

13. Theatres.

6-203 Secondary Uses Permitted

The following secondary uses shall be permitted only in a PDC District which contains one or more principal uses; only when such uses are presented on an approved final development plan prepared in accordance with the provisions of Article 16; and subject to the use limitations set forth in Sect. 206 below.

1. Accessory uses, accessory service uses and home occupations as permitted by Article 10.

2. Affordable dwelling unit developments.

3. Automated teller machines, located within a multiple family dwelling.

4. Commercial and industrial uses of special impact (Category 5), limited to:

   A. Amusement arcades

   B. Automobile-oriented uses

   C. Car washes

   D. Drive-in financial institutions

   E. Drive-through pharmacies

   F. Fast food restaurants

   G. Golf courses, country clubs

   H. Golf driving ranges

   I. Marinas, docks and boating facilities, commercial

   J. Mini-warehousing establishments

   K. Quick-service food stores

   L. Retail sales establishments-large, limited by the provisions of Sect. 9-533

   M. Service stations

   N. Service station/mini-marts

   O. Vehicle light service establishments

   P. Vehicle sale, rental and ancillary service establishments, limited by the provisions of Sect. 9-518.

5. Commercial recreation uses (Group 5), limited to:

A. Billiard and pool halls

B. Bowling alleys

C. Commercial swimming pools, tennis courts and similar courts

D. Health clubs

E. Indoor firing ranges, archery ranges, fencing and other similar indoor recreational uses

F. Miniature golf courses

G. Skating facilities

H. Any other similar commercial recreation use

6. Community uses (Group 4).

7. Dwellings.

8. Institutional uses (Group 3).

9. Kennels, limited by the provisions of Sect. 206 below.

10. Light public utility uses (Category 1).

11. New vehicle storage, limited by the provisions of Sect. 206 below.

12. Parking, commercial off-street, as a principal use.

13. Quasi-public uses (Category 3), limited to:

A. Alternate uses of public facilities

B. Child care centers and nursery schools

C. Churches, chapels, temples, synagogues and other such places of worship with a child care center, nursery school or private school of general or special education

D. Colleges, universities

E. Conference centers and retreat houses, operated by a religious or nonprofit organization

F. Congregate living facilities

G. Cultural centers, museums and similar facilities

H. Dormitories, fraternity/sorority houses, rooming/boarding houses, or other residence halls

I. Independent living facilities

J. Medical care facilities

K. Private clubs and public benefit associations

L. Private schools of general education

M. Private schools of special education

N. Quasi-public parks, playgrounds, athletic fields and related facilities

14. Transportation facilities (Category 4), limited to:

A. Bus or railroad stations

B. Electrically-powered regional rail transit facilities

C. Heliports

D. Helistops

E. Regional non-rail transit facilities

15. Vehicle transportation service establishments.

16. Veterinary hospitals.

6-204 Special Permit Uses

For specific Group uses, regulations and standards, refer to Article 8.

1. Group 8 - Temporary Uses.

2. Group 9 - Uses Requiring Special Regulation, limited to:

A. Accessory dwelling units

6-205 Special Exception Uses

1. Subject to the use limitations presented in Sect. 206 below, any use presented in Sect. 203 above as a Group or Category use may be permitted with the approval of a special exception when such use is not specifically designated on an approved final development plan.

2. Category 5 - Commercial and Industrial Uses of Special Impact, limited to:

A. Commercial off-street parking in Metro Station areas as a temporary use

B. Fast food restaurants

6-206 Use Limitations

1. All development shall conform to the standards set forth in Part 1 of Article 16.

2. All uses shall comply with the performance standards set forth in Article 14.

3. When a use presented in Sect. 203 above as a Group or Category use is being considered for approval on a final development plan, the standards set forth in Articles 8 or 9 shall be used as a guide.

   When a use presented in Sect. 203 above as a Group or Category use is being considered for approval as a special exception use, pursuant to Sect. 205 above, the use shall be subject to the provisions of Article 9 and the special permit standards of Article 8, if applicable. Provided that such use is in substantial conformance with the approved conceptual development plan and any imposed development conditions or proffered conditions and is not specifically precluded by the approved final development plan, no final development plan amendment shall be required.

   In either of the above, all Category 3 medical care facility uses shall be subject to the review procedures presented in Part 3 of Article 9.

4. All uses permitted pursuant to the approval of a final development plan shall be in substantial conformance with the approved final development plan as provided for in Sect. 16-403.

5. Secondary uses shall be permitted only in a PDC District which contains one or more principal uses. Unless modified by the Board in conjunction with the approval of a conceptual development plan in order for further implementation of the adopted comprehensive plan, the gross floor area devoted to dwellings as a secondary use shall not exceed fifty (50) percent of the gross floor area of all principal uses in the development, except that the floor area for affordable and market rate dwelling units which comprise the increased density pursuant to Part 8 of Article 2 shall be excluded from this limitation. The gross floor area of all other secondary uses shall not exceed twenty-five (25) percent of the gross floor area of all principal uses in the development.

   The floor area for dwellings shall be determined in accordance with the gross floor area definition except the following features shall not be deemed gross floor area: balconies, porches, decks, breezeways, stoops and stairs which may be roofed but which have at least one open side; or breezeways which may be roofed but which have two (2) open ends. An open side or open end shall have no more than fifty (50) percent of the total area between the side(s), roof and floor enclosed with railings, walls, or architectural features.

6. Secondary uses shall be designed so as to maintain and protect the character of adjacent properties, and shall be conducted entirely within an enclosed building, with no outside display, except those uses which by their nature must be conducted outside a building.

7. Service stations, service station/mini-marts and vehicle light service establishments shall be permitted only under the following conditions:

A. Located in a commercial center consisting of not less than three (3) commercial establishments, such commercial establishments to be other than automobile-related.

B. There shall be no vehicle or tool rental and no outdoor storage or display of goods offered for sale, except for the outdoor storage or display of goods permitted at a service station or service station/mini-mart. In addition, no more than two (2) vehicles that are wrecked, inoperable or abandoned may be temporarily stored outdoors for a period in excess of seventy-two (72) hours, and in no event shall any one such vehicle be stored outdoors for a period exceeding seventy-two (72) hours.

8. Signs shall be permitted only in accordance with the provisions of Article 12, and off-street parking and loading facilities and private streets shall be provided in conformance with the provisions of Article 11.

9. Notwithstanding the provisions of Par. 5 and 6 above, housing for the elderly as a secondary use need not be designed to serve primarily the needs of the residents and occupants of the planned development in which located but shall be designed so as to maintain and protect the character of adjacent properties. The gross floor area devoted to housing for the elderly as a secondary use shall not exceed fifty (50) percent of the gross floor area of all uses in the development.

10. Fast food restaurants shall be permitted only in accordance with the following:

A. Fast food restaurants may be permitted as a secondary use when shown on an approved final development plan, and provided such use is located in a nonresidential structure containing at least one (1) other permitted principal or secondary use, in accordance with the following:

(1) Such fast food restaurants shall be oriented to cater primarily to occupants and/or employees in the structure in which located, or of that structure and adjacent structures in the same building complex which are accessible via a clearly designated pedestrian circulation system; and

(2) Such use(s) shall comprise not more than fifteen (15) percent of the gross floor area of the structure.

B. Fast food restaurants not permitted under the provisions of Par. A above may be permitted as a secondary use by special exception, in accordance with the following:

(1) The structure containing the fast food restaurant shall be designed as an integral component of a building complex, and shall be reviewed for compatibility with the approved PDC development; and

(2) The fast food restaurant shall be safely and conveniently accessible from surrounding uses via a clearly defined pedestrian circulation system which minimizes points of conflict between vehicular and pedestrian traffic. Pedestrian ways shall be prominently identified through design features such as, but not limited to, the use of special pavement treatments for walkways and crosswalks, and/or the use of consistent and distinctive landscaping. Vehicular access to the use shall be provided via the internal circulation system of the building complex, and no separate entrance to the use shall be permitted from any thoroughfare intended to carry through traffic.

11. Kennels and veterinary hospitals shall be located within a completely enclosed building which is adequately soundproofed and constructed so that there will be no emission of odor or noise detrimental to other property in the area. In addition, the Health Department shall approve the construction and operation of all veterinary hospitals prior to issuance of any Building Permit or Non-Residential Use Permit.

12. Drive-through pharmacies shall be permitted only on a lot which is designed to minimize the potential for turning movement conflicts and to facilitate safe and efficient on-site circulation and parking. Adequate parking and stacking spaces for the use shall be provided and located in such a manner as to facilitate safe and convenient vehicle and pedestrian access to all uses on the lot. In addition, signs shall be required to be posted in the vicinity of the stacking area stating the limitations on the use of the window service and/or drive-through lane. Such signs shall not exceed two (2) square feet in area or be located closer than five (5) feet to any lot line.

13. Vehicle transportation service establishments shall be permitted in accordance with the following:

A. The total number of company vehicles permitted on site at any given time shall not exceed five (5).

B. There shall be no maintenance or refueling of vehicles on site.

C. Notwithstanding the provisions of Par. 15 of the Transitional Screening and Barrier Matrix, the use shall be subject to the provisions of Par. 9 of the Matrix.

14. New vehicle storage shall be permitted by right in accordance with the following:

A. When located within a parking structure that is accessory to another use(s), and provided that the spaces devoted to new vehicle storage are in excess of the minimum number of off-street parking spaces required in accordance with Article 11 for the use(s) to which the structure is accessory. The owner shall submit a parking tabulation in accordance with Article 17 that demonstrates that such excess parking spaces are available for new vehicle storage.

B. The layout of the new vehicle storage shall not hinder the internal vehicle circulation within the parking structure, and there shall be no mechanical parking lift devices or fencing associated with the new vehicle storage.

C. There shall be no signs identifying the use and/or the associated vehicle, sale, rental and ancillary service establishment.

D. Notwithstanding the provisions of Article 13, transitional screening shall not be required.

15. A mini-warehousing establishment shall only be permitted when specifically identified on an approved development plan or in accordance with Sect. 205 above and only in accordance with the following:

A. Loading and unloading areas shall be located, screened and/or fully enclosed as required to minimize the potential for adverse impacts on adjacent property. All other activities associated with the use shall be conducted completely indoors in a multiple story structure.

B. The design of the storage structure shall be office-like in appearance and harmonious in color and design with that of the surrounding development so to minimize any adverse visual impact.

C. No individual storage bay door or storage items shall be visible from the outside of the storage structure.

D. The site shall be designed to facilitate safe and efficient on-site circulation and parking.

E. Signage shall be in scale and harmony with the surrounding development so not to detract from the character of the area.

F. There shall be no incidental parking or storage of trucks, trailers, and/or moving vans except for purposes of loading and unloading. There shall be no truck, trailer, and/or van rentals conducted from the site.

6-207 Lot Size Requirements

1. Minimum district size: No land shall be classified in the PDC District unless the Board finds that the proposed development meets at least one (1) of the following conditions:

A. The proposed development will yield a minimum of 100,000 square feet of gross floor area.

B. The proposed development will be a logical extension of an existing P District, in which case it must yield a minimum of 40,000 square feet of gross floor area.

C. The proposed development is located within an area designated as a Community Business Center in the adopted comprehensive plan or is in a Commercial Revitalization District and a final development plan is submitted and approved concurrently with the conceptual development plan for the proposed development. The conceptual and final development plan shall specify the uses and gross floor area for the proposed development and shall provide site and building designs that will complement existing and planned development by incorporating high standards of urban design, to include provision for any specific urban design plans for the area and for pedestrian movement and access.

2. Minimum lot area: No requirement for each use or building, provided that a privacy yard, having a minimum area of 200 square feet, shall be provided on each single family attached dwelling unit lot, unless waived by the Board in conjunction with the approval of a development plan.

3. Minimum lot width: No requirement for each use or building.

6-208 Bulk Regulations

1. Maximum building height: Controlled by the standards set forth in Part 1 of Article 16.

2. Minimum yard requirements: Controlled by the standards set forth in Part 1 of Article 16.

3. Maximum floor area ratio: 1.5, which may be increased by the Board, in its sole discretion, up to a maximum of 2.5 in accordance with and when the conceptual and final development plans include one or more of the following:

A. More open space than the minimum required by Sect. 209 below - Not more than 2% for each additional 1% of the gross area provided in open space.

B. Unique design features and amenities within the planned development which require unusually high development costs and which achieve an especially attractive and desirable development, such as, but not limited to, terraces, sculpture, reflecting pools and fountains - As determined by the Board in each instance, but not to exceed 35%.

C. Below-surface off-street parking facilities - Not more than 5% for each 20% of the required number of parking spaces to be provided.

D. Above-surface off-street parking facilities within an enclosed building or structure - Not more than 3% for each 20% of the required number of parking spaces to be provided.

The maximum floor area ratio permitted by this Part shall exclude the floor area for affordable and bonus market rate dwelling units provided in accordance with Part 8 of Article 2 and the floor area for proffered bonus market rate units and/or bonus floor area, any of which is associated with the provision of workforce dwelling units, as applicable.

6-209 Open Space

1. 15% of the gross area shall be open space.

2. In a PDC development where dwelling units are proposed as a secondary use, as part of the open space to be provided in accordance with the provisions of Par. 1 above, there shall be a requirement to provide recreational facilities for the enjoyment of the residents of the dwelling units. The provision of such facilities shall be subject to the provisions of Sect. 16-404 and such requirement shall be based on a minimum expenditure of $1600 per dwelling unit for such facilities and either:

   A. The facilities shall be provided on-site by the developer in substantial conformance with the approved final development plan. In the administration of this provision, credit shall be considered where there is a plan to provide common recreational facilities for the residents of the dwelling units and the occupants of the principal uses, and/or

   B. The Board may approve the provision of the facilities located on property which is not part of the subject PDC District.

   Notwithstanding the above, in affordable dwelling unit developments, the requirement for a per dwelling unit expenditure shall not apply to affordable dwelling units.

6-210 Additional Regulations

1. Refer to Article 16 for standards and development plan requirements for all planned developments.

2. Refer to Article 2, General Regulations, for provisions which may qualify or supplement the regulations presented above, including the shape factor limitations contained in Sect. 2-401.